"With the KEY on the Cover"

1.00 Per Year. 10 Cents a Copy.

JANUARY, 1906

OFFICE APPLIANCES

A Monthly Magazine
Published
by
GEO. H. PATTERSON
EDWARD C. THURNAU

Including
THE
TYPEWRITER
JOURNAL
and
Office
SYSTEMS

Devoted to the
INTERESTS
of all
MAKERS
SELLERS
and USERS
of
MODERN
OFFICE
DEVICES

OPENS
the
DOOR
to the
MODERN
OFFICE

VOL. III

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No 2

L·H·J

TRADE MARK—REGISTERED, NOV. 1905.

A Little Talk with the Clerk

THIS is the day of opportunity for the thinking employe — the day of the human machine is fast passing away. Any man who sits on a stool ten hours a day grinding out details handed him by some man higher up — is lost.

He may do his work so well that he will get a little better pay as the days go by — but he is a clerk just the same.

The men who get the big pay — the comfortable pay — are the men who think of better ways of doing old things or of the best ways of doing new ones.

The amount and quality of a man's work is the test. If he does a lot of good work — work that gets better results for his money — he can get his own price, but it must be more and it must be better, and it must pay.

There are men in your office who will always be clerks, or but little better.

Why?

Watch them — they are the plodders who are content to do the same old thing in the same old way.

They can't think, because they never give themselves a chance. They keep their eyes too close to the details until details have blotted out the larger things, the larger opportunities, of their lives, just as a penny held close to the eye will blind one to the pile of dollars within reach.

Are you one of these men?

The BURROUGHS Adding and Listing Machine in your office will give you the opportunity to think and to act.

Where you are now swamped in the details of figures, listing and adding by hand and mind power, you can have a machine do it six times as fast.

THINK OF IT — SIX TIMES AS FAST AS YOU CAN!

O.A.
Jan. '06.

BURROUGHS
ADDING
MACHINE
COMPANY

Gentlemen:—
I should like to know how
The BURROUGHS can help
me in _____
_____
a: _____
_____
(Firm name)
Signed, _____
Town, _____
Street, _____
State, _____

A clerk in a Chicago bank correctly listed and added five hundred separate checks, totaling over three millions — no two checks alike — in nine minutes and thirty-four seconds — suppose you could handle the detail of your personal work in that fashion?

Think of the night work that the time-saving would cut out.

Did you ever lie awake at night worrying about errors you could not find?

A clerk in a Chicago office wrote an article for the *Chicago Tribune*, in which he told about a trial balance that kept him awake for three nights — and it all turned on a little error tucked away in one of the footings! "Putting the footing through the Burroughs," as they call it, would have saved him those sleepless nights.

When the machine comes into your office give it a glad hand. It will be the best friend you ever had. It will not complain to the boss about the amount of work you give it. It will be an ever-ready, ever-faithful, ever-cheerful assistant, no matter what your work is.

OUR SYSTEMS DEPARTMENT IS ALWAYS AT YOUR COMMAND, no matter whether your concern has purchased a machine or simply has one on trial or is thinking about getting one. This department will suggest practical forms to help handle work, and it will tell you how to apply these forms. It will make you worth more — then you can get more.

We'll be glad to do this for you — give the name of your house address in full. Tell us what your work is, and how you are handling it at present, letting us have samples of what forms you are using.

THE COUPON IN THE CORNER OF THIS PAGE is for YOU to fill out and sign — if your concern has already purchased a Burroughs, or if it has one on trial tell our system-man about your troubles.

Burroughs Adding Machine Co.

Detroit, Mich., U. S. A.

WE solicit correspondence with dealers desiring a line of first class writing machines, both new and second hand

The Wholesale Typewriter Company

ALL MAKES
"TO THE TRADE ONLY"

CABLE ADDRESS
SALETYPE.

W. W. RAMER,
PRES. & TREAS.

309 BROADWAY,
New York.

WE do business throughout the world. Our customers are satisfied buyers. Price lists sent to THE TRADE ONLY. Write us.

MULTI ANGLE COPY HOLDER

More CONVENIENT and BETTER than others

USERS are our BEST ADVERTISERS

MANUFACTURED SOLELY BY

THE WEBSTER TRADE MARK MULTI ANGLE COPY HOLDER

ADAPTED to ANY TYPEWRITER

EASY to ADJUST

PRICE $2.00

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THE 20th CENTURY

Coin Transmitters

ARE THE BEST OUT

SEND FOR SAMPLES AND PRICE LIST.
SAMPLE THOUSAND, $3.75.

SCOTT-MILLER CO.,
81 N. New Jersey St., Indianapolis.

We make and recover

Typewriter Platens

We can do this work better and at a lower cost to dealers in second-hand machines than anyone else.

Write Us. Let Us Prove It

AMES & FILSTEAD, 383 W. Monroe St., Chicago

3 STYLES — 3 PRICES

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Envelope Sealing Machines
(ON APPROVAL)
CAPACITY 3000 TO 8000 PER HOUR

THOUSANDS IN USE — PRICES $15 $35 $50
Acorn Brass Mfg. Company
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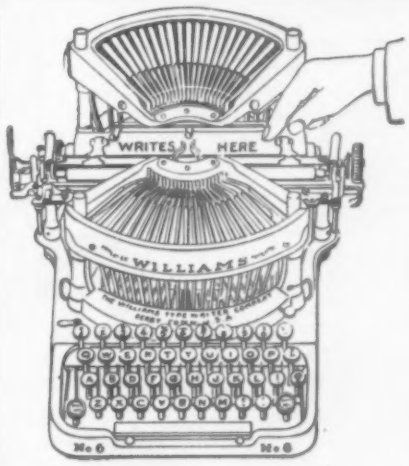

The "WILLIAMS" TYPEWRITER

TEN YEARS AHEAD OF COMPETITORS

A Pioneer in the Visible Writing Class—the recognized feature in all new typewriters, and now demanded by operators generally

A SHIFT KEY means easy operating—more results
A VISIBLE WRITER means fewer mistakes—quicker work
A PAD MACHINE means less expense and prettier work
NO RIBBON MECHANISM; assures simplicity—durability

THAT'S THE WILLIAMS

Free booklet tells why. Special price to Agents in unoccupied territory. Machines sent on trial to responsible parties.

The Williams Typewriter Co.

DERBY, CONN., U. S. A.

New York Office, 317 Broadway — London Office, 57 Holborn Viaduct

FACTORY:
DERBY, CONN., U. S. A.

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Underwood

IT WILL STAND ANY TEST

Wherever language is written the

Underwood Typewriter

becomes as necessary to modern business as the mail service, telegraph, or telephone. Visible writing, perfect construction, easy operation, and great speed, produce MONEY RESULTS, by saving 25 per cent. of your operator's time with better and neater work.

UNDERWOOD TYPEWRITER CO.
241 Broadway, New York.

Adapted for use with the "Unit Book-keeping System."

Typewriter

We Couldn't Afford

to spend our money here and in many other trade periodicals, just to invite you to send for samples and terms, if we didn't know we had the goods you want at better prices than you are now paying. If we were advertising a box of carbon paper for one dollar, claiming it was worth four dollars, we could send you a box costing thirty cents; and if our ads were "catchy" enough to secure a good many "dollars," we could pocket our seventy cents per box profit and then strike a new field. We are not asking you to invest a dollar in a trial box of carbon paper: we are asking you

To Invest Two Cents

in a postage stamp. It costs us money to send out samples. Could we afford to send them gratis to all interested persons if our goods would not stand the test? We have already told you of some of our money saving methods, and we will tell you of others in due time; but don't wait for us to tell you all our story. Write to-day for samples and prices. Our goods are their own best salesmen; they talk for themselves and talk convincingly, and remember you are not advertising our brands for us when you push our goods. They are put up under

Your Own Name and Trade-Mark

and with every sale you advertise only yourself.

The Bartelmez Co.

Main Office and Factory
Franklin, Pennsylvania

All New England WAS There

All New England WAS There

WE TOLD YOU SO!

YES!

We told you New England was a rich manufacturing center—BOSTON the HEART of it—that an Office Appliance Show would interest people

We Gave the Show and Proved It

The Dey Time Register Co.'s N. E. Sales Agents Say: We have much pleasure in stating that the results far exceeded our most sanguine expectations. We reluctantly decided to exhibit Dey Time Registers at this show, but before the first two days passed we found that the energy and money expended had been more than returned to us. The following days emphasized this fact. Not only did we come in touch with a large number of prospective purchasers of Time Registers, but we were able during the time the show was open and the few days which have since expired, to close a number of good orders.

Sweetser & Sweetser Say: We are more than well satisfied with the results we obtained and that it would have been impossible for us to have obtained any where near the same amount of money through any other advertising medium.

Automatic Card Index Co. Say: We are well pleased with the results of our exhibit at your show. We started several dealers and opened up considerable new business. Since our return we have already secured an order for ten gross of our indexes from a party in Maine, which is a direct result of the show, as we met this party there. We sold a sample order to a party in Montreal, Canada, which he took along with him, and today's mail brings us a re-order for five dozen more. In addition to this, we have had several inquiries from advertisers, and some orders from parties who met us at the show but who were not ready to close at that time.

Paralok Binder Co. Say: From our standpoint the show was a success. We were introducing to the people of Boston a new article, and as our object was simply to get the consumers as well as the dealers acquainted with our line, we are well satisfied with the results. It was the best possible kind of advertising that we could do.

Addressograph Co.'s Boston Agents Say: We were well repaid for displaying the various machines manufactured by the Addressograph Co. at the recent Office Appliance Show. We have this past week closed one order, traced direct to the fair, which in itself we consider sufficient to cancel the cost of the display.

National Counting Machine Co., G. L. ATHERTON, Agent, Say: The Systems Show was one of the best advertisements we have had. As a result of the show we have our factory working overtime to fill orders received there. We have sent in our name for the same space next year.

You missed an opportunity to get before
ALL NEW ENGLAND
by not being there. Don't do it next year.

WRITE NOW ✐ GET SPACE

CHESTER I. CAMPBELL, Mgr.
5 Park Square, Boston, Mass.

And Will Be There Next Year Too

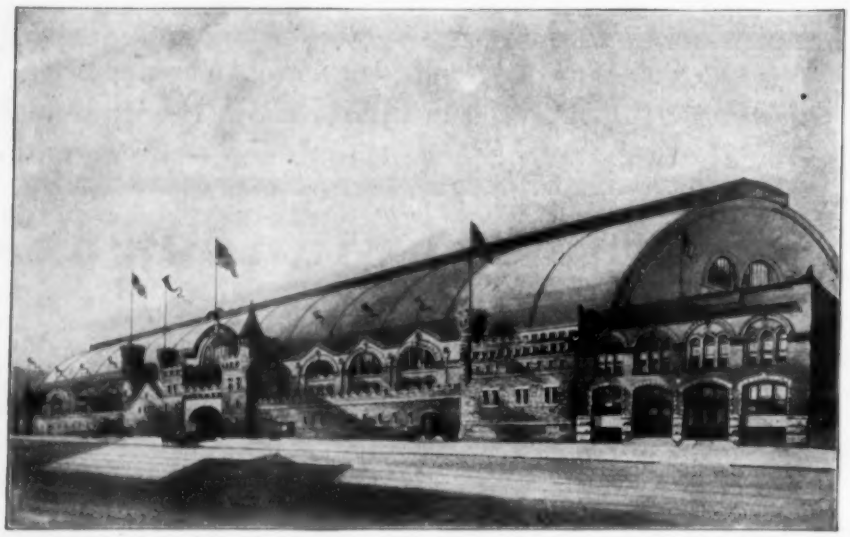
And Will Be There Next Year Too

1906

Chicago's Second Annual National Business Show

Including all Modern Business Appliances and Systems

WILL BE HELD AT



THE COLISEUM

March 17th to 24th, inclusive

Management ~~~~~~~~~~ *COCHRANE & PAYNE*

Over 100 of the leading companies have already engaged space, proving that the Chicago show will be a substantial success. Reserve your space now and show your goods to over 200,000 business men from all parts of the world.

Don't let this great opportunity to show your goods go by.

An opportunity sometimes presents itself but once in a lifetime. THIS IS THE ONCE. DON'T MISS IT. Get in and double your business.

Don't sit back and say, "I'll wait and see." Now is the time for you to act.

The show wouldn't be in existence today if it didn't pay the exhibitors. Old and new companies are coming in every day. What better proof do you want?

Your competitors are gaining a lap on you every day you wait to think it over. WAKE UP and write today for a marked diagram.

National Business Show Company

1734-1735 Park Row Bldg., New York City

Chicago Office: 421 Monadnock Bldg.

"With the KEY on the Cover"

OFFICE APPLIANCES

OPENS the DOOR to the MODERN OFFICE

To believe in my proposition heart and soul; to carry an air of optimism into the presence of possible customers; to dispel ill temper with cheerfulness, kill doubts with strong convictions and reduce active friction with an agreeable personality.

—*The Salesman's Creed.—Holman.*

A. B. DICK President and Treasurer THE A. B. DICK COMPANY

CHICAGO, ILLINOIS

"OFFICE APPLIANCES"
Chicago, Ills.
See Page 27, January, 1906

THE TYPEWRITER-ADDING MACHINE COMBINATION

By GEO. H. PATTERSON.

We Know Wherein We Speak.

In our November issue we spoke of the coming use of a combination between the typewriter and adding machine. We explained the growth of the typewriter, telling how it was a business builder, and predicted a sale for such machines that would make it absolutely necessary for the present *typewriter man*, as he is popularly known, to acquire a knowledge of the use and requirements of adding machines, and likewise the *adding machine man* to understand the use of the typewriter.

Since the editorial appeared we have received dozens of letters of approval from all portions of the globe, encouraging the publishers of OFFICE APPLIANCES to further educate its readers and the two trades in question to a broader knowledge of the instruments being sold, and their relationship to each other.

Just as sure as the sun is in the heavens and will again shine, the use and sale of these two great labor-saving machines will be brought together, and a dealer in one will be required to know the use of the other.

Where They Meet.

In our previous editorial we advised our typewriter friends to follow the developments in the adding machine trade, and to study "Burroughs," "Universal," "Comptograph," "Wales" and "Standard." These machines, with either hand or electric power, represent today the universally used, simple adding machine, for listing and adding, while the "Comptometer," "Autorith" and "Millionaire" computing machines do all manners of addition, subtraction and multiplication without "listing," and fill their peculiar fields better than listing machines would do.

Each style of machine has its peculiar advantages, and a field broad enough to keep many more factories busy working overtime.

The typewriter, as an instrument of writing, is well represented with some eighty different specimens, divided into half a dozen or more classes.

The typewriter as an instrument for billing and book-writing is not so universally adopted, but it has been through the typewriter, and the billing machine, that the adding and listing machines have become so popular. Thus the typewriter manufacturer, dealer and salesman will in the future have to understand both instruments to a considerable degree.

Now Is the Time.

We have mentioned the fact that there are quite a number of new companies preparing to produce a combination machine, and it is during this "beginning period" that the future salesmen and representatives can more easily ascertain their use and requirements, rather than after they have made a market for themselves by the effort of others.

Some seem to think that "there is plenty of time," and that it will be a long while before the two combinations will be brought together.

They *have* been partially brought together even now.

As proof of this statement we displayed last month a picture of the "Elliott-Fisher" adding attachment to their machine. We have showed the "Arithmograph," as brought out by the former Fay-Sholes Company, and we are showing this month a reproduction of the "Cram" writing machine as attached to the Burroughs adding machine.

The Combinations Existing.

As will be noticed with both the "Arithmograph" and "Elliott-Fisher," the adding attachment of one is placed *on the front* of a typewriter, and on the other *over* the typewriter, while with the "Cram" *the typewriter is made the attachment* for the adding machine, in direct opposition to the principle involved in the other two.

Aside from these there is the "Ellis" adding-typewriter, a combination of the two instruments, built together, with two distinct key-boards, one in front of the other, and either operating independently of the other.

Mechanically, it is far easier to produce a typewriter as an attachment to the adding machine than it is for a contrary production. The adding machine requires the greater number of parts, the closer adjustment, and must be made of strong parts to be effective for any great period of time, and to meet all the requirements that are met in marketing such machines.

Meeting the Demands.

The above statement is borne out by any one who understands the mechanical points in the manufacture of both machines. Nevertheless, we believe, that for some years to come, the popular combination will be the *adding attachment to the typewriter*, from the fact that the producers of writing machines have well covered the earth with their instruments, and are increasing the use of their machines with each year, and it would mean a complete revolution of this business to make a typewriter attachment to the adder a greater success.

Too much capital is tied up in the typewriters in everyday use to have a complete change take place suddenly in the use of this very popular instrument, and it is more natural that the users of typewriters will welcome an attachment to their present instrument quicker than they will an adding machine with a typewriter attachment.

There is still another style or combination between these two machines that seems to win popular favor, and ought to prove popular if properly worked out, and that is the adding machine attachment for typewriters to be placed *under* the writing machine.

In this class there are at present three or four being worked out.

Among this array of combinations we shall certainly find very soon an instrument that will meet popular demands and the trades will witness at least a few successful companies where so many bid for popular favor.

Where There's Smoke There's Fire.

Watch the smoke and be prepared for the fire of business that is coming and is only a short way off.

OFFICE APPLIANCES will show and describe all these combinations as they appear, and our readers can do themselves considerable benefit by watching these columns and acquiring a knowledge of those things that are bound to come just as sure as the independent instruments were produced from popular demand.

Those machines already described may not meet *your* ideas of what *will* or *would* be successful. We know of others that might suit you far better than anything you have seen, and as soon as they are ready for market we shall take pleasure in illustrating them in these columns.

THE TRIALS OF A SALESMAN

TIPS BY A TYPE TAPPER.

The Junior.

"What I want," said a young salesman the other day, "is to get someone to go out and dig up the trial, so that I can go around and close up the deals."

"In other words," I replied, "you want somebody else to do more than half your work, so that you can just step in, and reap the glory, and the reward."

That young man knew perfectly well on which side his bread was buttered—and junior salesman, though he was, he felt that he had the power within him to close up the deals if someone would prepare everything beforehand for him. There are lots of young men like my friend, who are willing to sacrifice themselves in the effort to try to exist on tips and trials of other men.

Steady Workers.

"My trouble with salesmen," said a manager to me not long since," is to get them to work. They will come here, follow up the tips that come into the office, draw their few dollars' salary every Saturday, but as for canvassing—why they would sooner play billiards and loaf! Their highest ambition seems to be to draw $10 per week salary, and when they have that they might just as well be at home in bed for all the use they are to the house! What I want is men who will get out and dig—fellows who have conscience enough to do the right thing by the house and themselves."

There's the rub! The persistency to work—the patience to persevere, and the man who sells office appliances wants both.

Comparing Trades.

The man who sells hats—the salesman who is drumming for orders for clothing, or dry goods has, as compared with an office appliance salesman, an easy job. He has his regular customers, one or two men in each town, whom he advises of his visits. He calls, renews his acquaintance, takes his order for his special line of hats or clothes, jollies his man a little, and then flits off to the next town. He knows before he reaches a town how many and what men he is going to call on.

How different is the work of the office appliance man—whether he is selling typewriters, adding machines, desks or other apparatus! It is true his field is wider, but the man he sold a machine to 3, 6 or 12 months ago won't want to renew his stock or double his equipment. On the other hand he may be looking out for the typewriter man either with a large size club or a double barreled shotgun! One never knows! He reaches a town or his territory, and the only way he can get business or hear about prospects is to go out and canvass. He must go from office to office, meeting strange people, new operators, getting rebuffs and turn-downs time after time. When he strikes a prospect he cannot do as the hat man does, ask his customer to step over to the hotel and see his stock, but he has to get permission for a trial. And how many a fight takes place over that trial? The prospective buyer may conscientiously object to putting the salesman to what he considers is the expense and trouble of sending a machine to his office for trial. Then when he has won that fight—the machine is installed—comes more argument, more persuasion to win the operator. After the operator is secured, then comes the financial end of the deal—more long arguments and hair splitting differences with the principal. Possibly a rival steps in with another machine—more trouble for the typewriter man! And if he wins he has sold a machine, and if he loses—he must not be discouraged—he must smile the smile that won't come off, and, blessed privilege, go out and dig some more.

The typewriter—or office appliance—salesman is like the vivisectionist Charles Dickens spoke of—"always rambling around in search of a subject." He can not depend, like the hat or clothes man, on his regular customers. It is true he has some, but their combined purchases would scarcely suffice to hold down his salary—so it behooves him "to hustle," and hustle he must morning, noon and night if he would succeed.

A Troublesome Field.

The circumstances being as stated above the typewriter or office apliance man, is to be pitied rather than blamed. His stanchest friends, the

operators, are an ephemeral lot—they are here today and gone tomorrow—Miss Stepkins left because she got another place that was worth $2 per week more. Miss Browne left to enter into matrimonial bliss. Johnny Coggins had a row with the "boss" and got "fired." And so it goes all down the line—change and new people with new ideas and likings for this machine and for that. Continuity is missing from the office appliance man's customers and that is why he needs encouragement, persistency and patience.

Not So Easy Today.

"I tell you what it is," said an experienced salesman, "selling typewriters or office appliances isn't the 'dog-gone' easy job it used to be. In the good old days, when Charlie Miller had it all his own way, it was possible to sell a machine or two, or a desk, just as easy as turning over your hand. But now, 'by gosh!' I've got to dig, and dig, and dig—and when I've got a trial, and everything seems coming my way—in butts one of these new fangled machines, and before I can get rid of that—in comes two or three more of 'em and I've got a big fight on my hands. Every deal is a competition deal, and it's a regular toss up who'll win out. I don't know where it's all going to end!" And he shook his head and went rambling up the street with the weight of the universe on his shoulders.

But when we have analyzed the situation to its climax—we shall find it is all a question of "the survival of the fittest." The public have been educated on the typewriter question. They will no longer take the first machine that comes along. They have read advertisements—they have been circularized—they have received calls from dozens of salesmen—all urging the same advice—buy typewriters, but investigate. And so when they want another machine they instruct the operator to have a look at one of these new machines and hence we have the trials and tribulations of the typewriter salesmen.

Meeting Opportunities.

When you meet this competition, brother salesman, and you have your machine side by side that of your fiercest competitor—don't be surly—always have a smile! But don't forget the main chance—*get your machine fastened to the desk.*

You may talk until you are blue in the face of the merits of your machine—you may spend hours in demonstrating its advantages to the stenographer, but all this will do you little good if the old machine or your opponent's is fastened to the drop cabinet.

I had a case not long since of a drop cabinet. The new machine came whilst I was waiting. The old machine was removed—another set of holes drilled in the desk and the new machine fitted. The old hooks vanished—it must have been that typewriter boy—careless blockhead! The trial progressed favorably. Then another machine butted in. The screws were not easy to remove—No. 2 machine was consequently tried on another table, but that salesman was not wise. He didn't notice that the table was several inches higher than the regular desk. Complaint was made of a heavier touch—not such good regular impression of the type, letters missed and so on. Nearly all proceeded from wrong height of table. Result was palpable. No. 2 machine was sent back. My machine, to which the operator had perforce become accustomed, was purchased. Tricky, you say? I admit it, but the other man with No. 2 machine ought to have known his business. He just didn't.

Machines Properly Operated.

Boys, that question of height for the proper manipulation of the machine is an important one, and yet it is one that is often overlooked by the salesman.

When you have a machine on trial see to it that your typewriter is either fitted to a regular desk, or placed upon a flat table the exact height, some thirty-two inches, I think it is—you can easily ascertain.

I remember once going to a Catholic school to demonstrate a machine and all there was to place it on was an ordinary sloping school desk! There was trouble from the very start! It was a "blind" writer, and we had to bend ourselves nearly double to read what had been written. Then the carriage was very sluggish—would hardly move. The whole movement was deranged by the slope of the support. Fortunately they remembered the existence of a small table in another part of the building, and the situation was saved.

"How do I like the touch?" replied an operator to my question the other day. "Why it's bum! absolutely rotten! Say! I've no use for your machine—that's a stone breaker, and I don't want no job to work it."

"Hold hard with your double negatives!" I replied, "and let me have a look at it!"

I looked—the machine was on an ordinary office table.

"Your table is either too high, or your seat is too low," said I. "Measure the height of your typewriter desk and then the table—six inches difference nearly—now raise your seat six inches, by sitting on a dictionary or directory and we are near about the right thing—now try the touch."

"Oh! that's different."

"Of course it is. To get command of your machine you must be placed high enough. See the point? Now we'll just unscrew your old machine from the desk and fasten down the new machine."

This was done. The boy was delighted, and the sale was made. Tricks in all trades.

The "Crank's" Touch.

Another great trouble that the typewriter salesman has to contend with is the "doubling up," or one type printing over another. It is likely to happen with the best machine, even with the most rapid escapement.

"Yes, I'll try your machine," said a rapid operator to me, "but I tell you beforehand, it will never be fast enough for me—there's only one machine in the world that's fast enough for me—and there it is!"

"And when that breaks down?" I asked.

"I'll have to adjust another—if it takes all summer. I've been tinkering with that one for three years—it's pretty good, but it is not quite my touch yet!"

"You must be a crank!" I ventured.

"That's what!" he replied with a laugh, "you've hit it exactly."

And he's not alone in the world. There are others—lots of them! and every typewriter salesman meets them. Many of them have this complaint of the machine's "doubling up." The crankiness is generally not the fault of the machine, so much as that of the operator. Many operators will test the speed of a new machine on a simple word like "the." They are so used to the combination that they will strike all three letters almost simultaneously. The result is easy to be guessed at—the letters pile. If your operator, or the one who is testing the machine, tries this trick on you, just say: "Oh! well! that is to be expected—let us see what the machine will do when you write the word 'insubordination.' Get him to write this word, or some such uncommon expression several times, and you will find your machine will be equal to all demands upon it.

If the operator who has the say about the machine in his test, keeps on writing a pet sentence such as the initiatory phrase of the Declaration of Independence—get him away from it, and make him test the machine on a newspaper extract, or strange copy. It will slow him up considerably, make him write evenly and regularly (instead of in spasmodic jerks) and the result will be eminently satisfactory.

Study Human Nature.

The typewriter salesman must, as far as lies in his power, dominate the operator, preserving at the same time his uniform politeness and even good temper. The production of a screwdriver and the pretence to loosen this screw and tighten that has many a time done wonders in pacifying the objections of a testy operator.

"I tell you what it is," said a typewriter repairman, "some of those oldmaid operators downtown will give you the palpitation. They complain that their machine doubles up, or the touch is too heavy, or the carriage is sluggish—oh! they give me the hook-worm—they make me tired!"

"What do you do in such cases?"

"Do?" was the reply in a tone of scorn, "do? Nothing. I just pretend to loosen a screw here and another there, and then I say 'Now try that' and she tries it. 'Isn't that better?' 'Certainly—much better.' 'Ah! now we are coming to it. Wait just one minute longer and I'll have it just right to suit your delicate touch.' She sort o' smiles whilst I tinker a little bit more with the screws, putting them back exactly where they were before, and then I say, 'Now we've got it—just try that—isn't that nice? Say! but you can make that machine hum!' 'Do you think so?' says she—tapping the keys off in good style—'yes, that's very much better.' 'Runs easy, don't it?' I say. 'Like a feather,' says she. 'I guess that'll do.' And with that I flash out my repair slip for her signature, pack up my tools and skips. I tell you, jollying goes a long way with them girls."

Don't Be Too Negative.

It is just the same in selling the machines—a positive statement, nicely worded, that the machine is all right will have a much better effect than a hesitating inquiry as to whether the typewriter is working well. Be positive—never negative. I was in an office one day when a young salesman entered and, addressing the man in charge, said:

"You don't want anything in the line of typewriters today, I presume."

"Guessed right the very first time," was the answer. "I don't. Good day."

That young man spoilt his chance by being too negative. Take warning by his sad example and don't be negative, or anticipate a refusal.

One on the Type-Tapper.

Two men were on a street car the other day and got to talking about the "poetical effort" I was guilty of in the September issue.

"He's so poetic!" said one.

"Excoose me"—interrupted a solid looking old woman next the speaker, "but have you ever tried rubbin' his j'ints with hartshorn liniment? That'll straighten him out as quick as anything I know of, if he ain't got it too bad!"

And I'm alive yet!

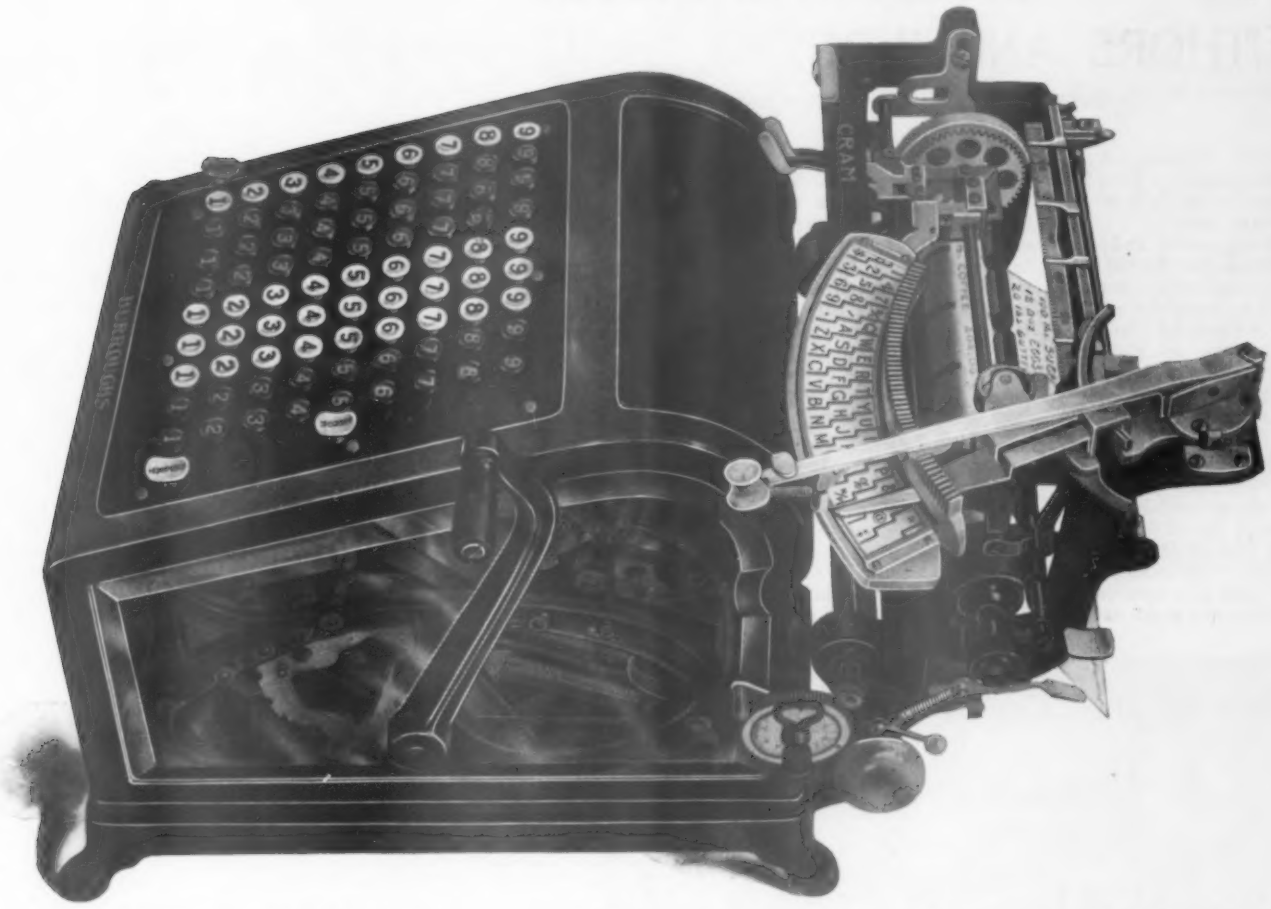
A SUGGESTION TO THE TRADE

It isn't an uncommon sight to walk into a stationery store and see from 25 per cent to 50 per cent of the selling force of salesmen standing around waiting for something to turn up. There they stand, wearing out the elbows of their coat sleeves on the top of show cases and counters and in every way demonstrating that they are not an earning factor in the business for at least a great portion of their time.

Now there is a way for dealers to turn this wasted time into a source of revenue, and the way is this:

Get together a few specialties of one kind or another, put them into a small case and then send this idle portion of your selling force out into the street. Tell them to go out and get orders from office to office, just as typewriters or adding machine or specialty salesmen do. Several hours a day spent in this manner will in time put your establishment in touch with new business, new firms, new opportunities for disposing of other lines which you are carrying. A shrewd salesman will actually stumble across enough new business to make a good profit for you. He will learn of opportunities in this way which will enable you to install loose leaf and filing systems, opportunities which, while they might eventually present themselves to you over your own counter, will in this way be not only hastened, but bound to come to you before they go elsewhere.

There is no better way to get business, particularly new business, than to "git out and git after it." One new account per month put on to your books in this way will lead to another, and you will be surprised at the general result in the course of a year's work along these lines.



THE CRAM WRITING MACHINE

A TYPEWRITER ATTACHMENT FOR ADDING MACHINES

THE CRAM WRITING MACHINE.

There has been incorporated in St. Louis, Mo., the Cram Writing Machine Company, with a capital of $2,000,000. The product of this company is to be a typewriter attachment to adding machines, one of which is illustrated herewith.

The company have maintained a working or experimental shop in St. Louis for some time. With the recent organization and its two millions of dollars, they will build their own factory at the corner of McPherson and Euclid avenues, in St. Louis. Ground will be broken soon after January, 1906. The building will be 33x200, two floors in height.

The company is composed of J. A. Lewis, president (cashier of the National Bank of Commerce in St. Louis); V. L. Price, vice-president (National Candy Company); G. S. Tiffany, secretary-treasurer, and A. G. Meier, as manager, and C. B. Cram, mechanical expert.

Temporary quarters are now occupied by the company, where a quantity of their machines are being finished and orders filled.

A Description.

A demand has been created for a combination machine that would write as well as add figures. To the large army of users of the Burroughs adding machine, the Cram writing machine appeals as an easy means of acquiring a typewriter than can be used in conjunction therewith.

The Cram writing machine is simple in its construction, accurate and operates easily on the machine to which it is attached.

The use of the "Cram" typewriter is made while the "platen," or paper roller, of the "Burroughs" is raised, and the operation of the adding is done when the carriage is lowered.

The type-wheel operates *on top* of the platen, so that the writing point is visible, and "column-writing" is accomplished as easily and as readily as with a pen.

What It Comprises.

The typewriter is attached to the back frame of the adding machine and overlaps the adding machine carriage. The keyboard of the typewriter is directly above that of the adder and operated by the use of a single key at a speed sufficient for all ordinary commercial purposes.

Both machines are operated separately without making any changes, and yet both do their writing at the same position on the paper. It is attached to either the narrow or wide-carriage Burroughs adding machines.

As an object lesson showing the great value of this attachment we show herewith three monthly statements. They speak for themselves.

Its Field.

The making of monthly statements is the most important branch in bookkeeping, and is the one department "rushed" at the beginning of each month. Incorrect monthly statements delay remittances. The Cram assists in statement work.

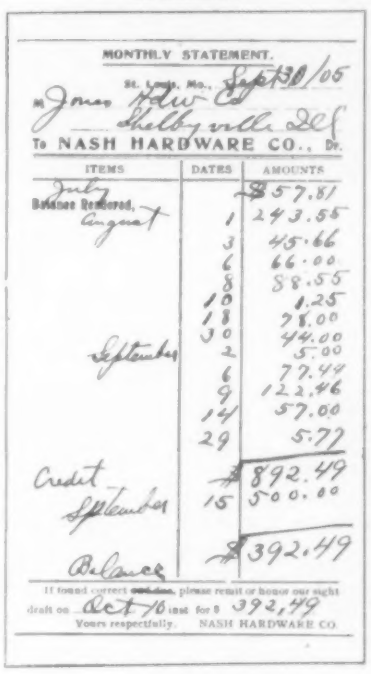
The Burroughs Company furnish "split" keyboards, so that with the "Cram" writing machine the dates can be inserted with the adder at the hundred thousand column, as shown in the diagrams.

In the handling of daily bank statements the "Cram" typewriter specially appeals to the users of the adding machine, and is also adapted to add "credit" notes in addition to the names, figures and other data, when used on wider paper.

After an inspection of the present plant of this company and looking over plans of their contemplated factory, and from a close observation and knowledge of their product, we predict a large sale for this machine, and a new line of revenue open for the large army of men who make it their business to handle both typewriters and adding machines.

Three Generations

The Monthly Statement of Our Grandfathers



MONTHLY STATEMENT.

St. Louis, Mo., Sept 30/05

M Jones Hdw Co
Shelbyville Ill

To NASH HARDWARE CO., Dr.

ITEMS	DATES	AMOUNTS
July Balance Rendered,		$57.81
August	1	243.55
	3	45.66
	6	66.00
	8	88.55
	10	1.25
	18	78.00
	30	44.00
September	2	5.00
	6	77.44
	9	122.46
	14	57.00
	29	5.77
		$892.49
Credit September	15	500.00
Balance		$392.49

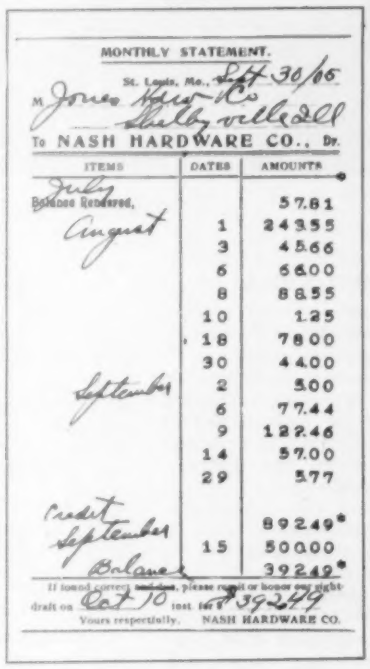
If found correct ~~and due~~, please remit or honor our sight draft on Oct 10 inst. for $ 392.49

Yours respectfully, NASH HARDWARE CO.

Good—but Slow

Incorrect—Laborious—Loss of Time which means loss of money

The Monthly Statement of Yesterday



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	30	44.00
September	2	5.00
	6	77.44
	9	122.46
	14	57.00
	29	5.77
		892.49*
Credit September	15	500.00
Balance		392.49*

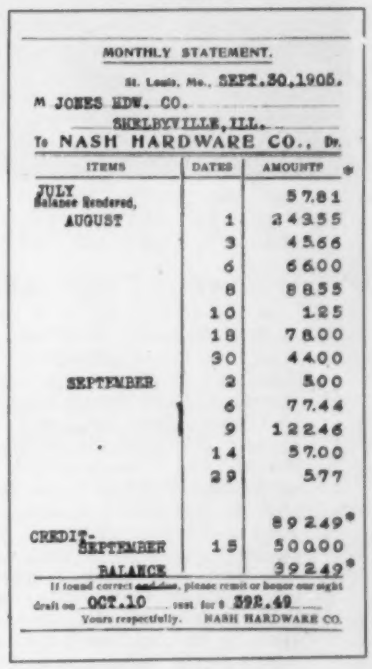
If found correct ~~and due~~, please remit or honor our sight draft on Oct 10 inst. for $ 392.49

Yours respectfully, NASH HARDWARE CO.

Better—but Incomplete

Correct Totals but laborious. Chance for error in filing in written work

The Monthly Statement of Today



MONTHLY STATEMENT.

St. Louis, Mo., SEPT. 30, 1905.

M JONES HDW. CO.
SHELBYVILLE, ILL.

To NASH HARDWARE CO., Dr.

ITEMS	DATES	AMOUNTS
JULY Balance Rendered,		57.81
AUGUST	1	243.55
	3	45.66
	6	66.00
	8	88.55
	10	1.25
	18	78.00
	30	44.00
SEPTEMBER	2	5.00
	6	77.44
	9	122.46
	14	57.00
	29	5.77
		892.49*
CREDIT. SEPTEMBER	15	500.00
BALANCE		392.49*

If found correct ~~and due~~, please remit or honor our sight draft on OCT. 10 inst. for $ 392.49

Yours respectfully, NASH HARDWARE CO.

Perfect

Correct Totals—Accurate—Speedy—Symmetrical—Convenient

HOW AUTHORS AND WRITERS "BUILD" THEIR STORIES

Showing the New Use for Card Indexes and the Card System.

To be unsystematic and erratic, is conceded to be a privilege of genius, but the man who lives by his pen finds a system as invaluable to him as the manufacturer or the merchant does.

One of the latest uses of filing cards, and one which offers unlimited possibilities for the perfection of a separate system, particularly adapted to it, is the card file as an aid to members of the literary profession, especially writers of "copy" advertising, or editorial. We have all had the experience of having a bright idea or fine expression escape our minds, and seek it as we may, when we wish to use it, we can not recall it. Especially is this true of professional writers. The only way to eliminate this difficulty is by the use of the card file system.

For instance, the writer of the advertising copy in a large department store has a file of cards, the index card of each set being one of the various subjects he has to work upon. He marks one set "Shoes," which is sub-divided into sets relating to the points his advertisements must cover, such as "Durability," "Price," "Style," and under these heads he files the cards, upon which he writes from time to time, as they occur to his mind, every bright, catchy, meaning phrase adaptable to foot wear. When he is called upon to prepare a shoe sale advertisement at a moment's notice, he does not have to bite his pencil and ransack his brain for the things he wants to say. He simply consults his file of "shoe cards," where all the brilliant thoughts of deliberate moments are corralled; and in half the time ordinarily required, he is able to write an advertisement bristling with bright stuff which never would have come to his mind on the spur of the moment.

A great many of the ablest newspaper men use the card files in their work, each set of cards being indexed "Politics," "Religion," "Industries," "Reforms," and whatever subjects the particular class of work of each requires him to be familiar with. As a bit of information, or apt expression pertaining to a certain subject comes to mind, it is written on cards and filed in its place. Thus when an article must be quickly prepared, with only the outline, and the aid of the material in these incoherent paragraphs, written from time to time, the writer is able to meet any demand suddenly made upon him.

The author of one of the popular books of the year uses this system in his writing. He outlines the plot of his story by chapters, taking the name of each chapter as the index card of a set. As thoughts, phrases and bits of dialogue relating to the scenes and situations he wishes to portray, come to his mind, he paragraphs this matter on cards which he always keeps lying on his desk, and files them under their respective heads. If, when he is writing his first chapter, an idea occurs to him which can be beautifully worked out in the last, he jots it down on a card and files it in the last chapter set.

To those who live by their pens, this system offers invaluable aid and the possibilities for developing and perfecting it in this line, opens up a new field for filing cards.

CHICAGO OFFICE OF THE UNDERWOOD TYPEWRITER COMPANY.

WE CAN NOT CREATE NEWS.

In the publishing of a paper devoted to the trades, contrary conditions exist as compared with the requirements of a "general magazine." The readers of a trade paper are looking for "news." This news comprises general topics of trade subjects, suggestions for improvements, "house talk" of the different companies represented, and "happenings" from the various agencies and cities of the world.

OFFICE APPLIANCES is always on the lookout for fresh news of a character that will elevate its readers, rather than degrade them, and we do not lend our pages to personal attacks upon others, either by ourselves or from others.

The publishers of OFFICE APPLIANCES are continually on the lookout for readable data concerning new inventions and new appliances, and we court a discussion of trade topics.

Our readers must appreciate that we cannot create news, but these pages must reflect the news created by the companies themselves and their individual representatives.

If you have a piece of data that should be made public, it is your duty to your friends and your organization to make it public, and particularly through a medium in which only the best news is obtainable.

Office appliance manufacturers are requested to send us photos, or half-tones, of their officers and representatives who are deserving of positions in our columns. There is no charge for this service to the deserving, outside of the actual cost of the cut.

Let each company create its own news, and then let OFFICE APPLIANCES help you make it public.

TRANSPARENT ENVELOPES BARRED.

Letters mailed to Montreal, Canada, in transparent envelopes, with the address on the enclosure, are not deliverable under a recent ruling of the Canadian Postal Department, because of the difficulty in reading the addresses. Many such letters have been returned to the senders and the United States Postal Department a short time ago took up the matter with the Postal Department of Canada, with the result that the latter agreed to give the question further consideration with a view to the possible modification of the order, in which event the United States Postal Department will be notified. In the meantime business firms and other correspondents are cautioned not to use such envelopes when sending mail matter to Canada.

OFFICE APPLIANCES

PUBLISHED MONTHLY BY
Geo. H. Patterson
Edward C. Thurnau

And Devoted to the Interests of all MAKERS SELLERS and USERS of Office Devices

INCLUDING THE
TYPEWRITER JOURNAL and OFFICE SYSTEMS

HOME OFFICE .. .. Republic Building, CHICAGO
Eastern Office: 265 Broadway, New York

Subscription Price .. .. .. $1.00 per year
(In the United States, Canada and Mexico)
Foreign Countries .. .. .. $1.50 per year
Remittances should be made by Draft, Express or Postal Money Order or Registered Letter made payable to "Publishers Office Appliances"

ADVERTISING RATES
given on application
Forms close the 25th of the month preceding date of issue

VOL. 3—No. 2 JANUARY, 1906

Copyright, 1905, by
George H. Patterson and Edward C. Thurnau.
Entered at Chicago Post Office as Second-Class Mail Matter

HAPPY NEW YEAR.

Resolutions must be good, then carried out.

It isn't what an article costs, it's what it will accomplish that determines its value.

You can't close every sale the first time you go after it. That would make us all Rockefellers in a short time.

Office appliances enable you to handle the business you get at a lower cost than you could handle it without them. Whatever the handling cost may be, it must be reckoned with at the selling end of the business game.

A man is not necessarily a price cutter because he sells as good an article as yours below your price. His manufacturing cost, by reason of the latest machinery, lower rents, better selling organization and exact cost systems, may be lower, and though he sells under you, he may make a larger profit.

THE PUBLICITY REMEDY.

There are a few things which have come to our attention which are going to come in for a bit of chastising if things do not change. We have reference to matters of competition between various office appliance concerns. Now competition is all right, and there will always be competition, but when it gets to a point where it is foul and unclean, we are going to take notice of it, and something is going to drop, and when that something drops some one is going to be between the dropping point and the center of gravity.

When you can't sell your article solely on merit and superior salesmanship you had better get another article or better salesman. This office appliance business should be conducted by gentlemen; if we have any say in the matter it will be. We flatter ourselves that we can make it mighty unpleasant for those who flatter themselves that they can run it along "slugging," cutthroat, or other lines that are not honorable.

At any rate, we will let a part of the community interested in office appliances know who are the sheep and who are the goats.

When a man plays poker out west, and doesn't play a square game, they have a way of letting in a little daylight. Such severe methods may not be tolerated in this particular case without considerable expense of litigation, but if publicity is considered a good thing to stop graft in insurance, railroad rebates and other evils, it will be a good thing to apply in this particular case.

Enough evidence has come into this office lately to raise some few hell if printed, and unless conditions change voluntarily on the inside, an effort will be made to see if external application will not at least remedy matters, even if a complete cure is not effected.

The presentation of some straight from the shoulder facts taken right out this busy business world, and presented in black and white will make a picture that will live a long time in the memory of those who are presented with it.

We want editorial representatives all over the world—write us.

MONARCH VISIBLE

Cable Address: VISIBLE
Code: LIEBER'S

TELEPHONES: OLD 2590, NEW 630.

In the Monarch Visible Typewriter
All of the Writing is in Full Sight All of the Time.

The Monarch Typewriter Company

Syracuse, N.Y., Dec. 18th, 1905.

Mr. George H. Patterson,
Publisher, "Office Appliances",
The Republic Building,
Chicago, Ills.

Dear Mr. Patterson:

It has been on my mind to write you ever since I returned from my last trip abroad. The one American publication that I found everywhere, scattered almost over all of Europe, was your publication, and I congratulate you on the energy and industry you have shown in making your publication popular. There are a few places that you have not yet reached, but very few. Frequently in calling on a man, I spent the time in reading the last copy of your excellent publication when my own copy was waiting for me in London.

With my best wishes for the continued success of your medium, I remain,

Yours very truly,
Geo. W. Dickerman.

GWD
CMD

Form 122 Please address all communications to the Company.

PROOF OF THE PUDDING.

The publishers of OFFICE APPLIANCES have been honored with many dozens of letters of congratulation, some of them from friends, some acquaintances, and some from entire strangers, all of whom have appreciated and acknowledged the effort we have made to produce a paper for the office appliance worker, be he adding machine agent, typewriter dealer or office supply representative.

The above letter, coming from the Vice-President of the Monarch Typewriter Company, Mr. Geo. W. Dickerman, after a visit to Europe, during which time he visited numerous countries throughout the Eastern Hemisphere, speaks for itself, and written voluntarily, proves that we are producing the right sort of journal, not only for those who talk the English language at home, but those of our foreign brothers who require translations to ascertain the value of modern American appliances.

GOES CRAZY TAKING NOTES AT TRIAL OF PACKERS.

W. Edwin Newlon, expert stenographer for the government, listened to and transcribed the evidence and legal intricacies involved in the Beef Trust trial until he became a raving maniac.

The stenographer lived at 48 Forty-third street, where he supported a widowed mother.

Four days ago the young man became violent. The first symptoms were noted while he was in a downtown Turkish bath.

He raves continually about Swift and Armour, claiming to have an engagement with the two packers. In his delirium Newlon claimed to have been offered a fortune by the indicted packers if he would make certain changes in his stenographic reports.

THE WORLD of WORKERS AND GENERAL NEWS

ALLEGAN, MICH.

A recent communication from Irving Franks, dated at Allegan, advises us that he has accepted the Michigan territory for the Fox Typewriter Co. in the sale of that machine. Mr. Franks has represented the Fox Company at Omaha for some years, and has been very successful, but the new arrangement will give him an opportunity to visit his home circle each week, his family residing in this city.

Mr. Franks spent a few days at Grand Rapids visiting the home of the "Fox" and renewing acquaintances with the company's new sales manager and others of the executive force.

ARKADELPHIA, ARK.

Chas. M. Clark, proprietor of the "Southern Democrat," has taken the local agency for the sale of the "Wellington" typewriter.

ATLANTA, GA.

In our November issue we gave credit for the management of the Underwood to S. B. Rowland. Mr. Rowland is one of the selling force of the Atlanta office, with M. R. Hicks as manager.

AURORA, ILL.

Mr. Russell Lake has purchased the business of the late J. W. Dubrock, and will continue at the old stand at 114 Fox street, handling typewriters and their supplies.

AUGUSTA, GA.

L. J. Henry, the local dealer for the Remington typewriter, is placing many orders for the new models of the Remington machine in and about Augusta. Mr. Henry is a "brave-man" and reaping a success he justly deserves.

BIRMINGHAM, ALA.

H. D. Raiche, who has had charge of the Birmingham office for Dearborn & Warfield Company, local agents of the Smith Premier Typewriter Company, has resigned his position, and is at present taking a vacation among his relatives in Minnesota.

BUFFALO, N. Y.

The Lerner-Bean Company, who make a specialty of selling typewriters, and are at present the local agents of the "Williams" machine, are also greatly increasing their "fac-simile letter department," and have recently removed to larger quarters at 13½ East Swan street, taking rooms 1 and 2 of the Lewis Block. Their present location brings them directly in the center of commercial activity and among the typewriter houses who are located along Swan street.

H. L. Bean, the popular typewriter partner of the firm is an old "Remington man" and is well known in New York, Baltimore, Boston and other Eastern cities.

W. H. BEARDSLEY,
Manager St. Louis Branch Oliver Typewriter Company.

CHICAGO, ILL.

C. I. Alward, on the selling force of the Underwood at Chicago, has recently undergone an operation for appendicitis, and from last reports he was progressing very favorably.

CONWAY, ARK.

J. G. Lisle has been appointed local agent of the Wellington typewriter.

ORGANIZATION OF THE OLIVER TYPEWRITER COMPANY AT ST. LOUIS, MISSOURI

E. W. S. SHIPMAN,

Proprietor and General Manager, Typewriter Emporium, Chicago.

E. W. S. SHIPMAN.

Another successful Canadian doing business in the States of large proportions, entering the typewriter field in its infancy, when the Caligraph was a worthy competitor of the Remington.

Mr. Shipman in 1885 was manager of the Caligraph office in Toronto, Canada, and in 1888 was general agent of the American Writing Machine Co., at Louisville, Ky.

In 1891 Mr. Shipman visited Chicago, and the following year organized the Typewriter Emporium, a company dealing in all makes of writing machines, and which organization has grown from a comparatively small beginning to what is now well known to be one of the largest houses of its kind.

The Typewriter Emporium carries a large surplus stock of many hundreds of machines, and has increased the business to such a degree that machines are now being exported to foreign countries, besides doing a national business throughout the States.

As a business man, Mr. Shipman possesses special executive ability, with a financial and mechanical instinct that lends itself well to the success of such an enterprise.

Between thirty and forty employees are in constant activity the year around, and only recently the company has arranged for larger floor space.

The quality and condition of the machines sent out from the Typewriter Emporium have made for him a reputation that he should justly feel proud of, all of which is laid to "system and thoroughness," which are the watchwords of the institution, and have proven effective from the success already attained.

S. H. Farnham, an active representative with the Remington in Chicago for some years past, has accepted a position with the American Multigraph Company, at their Chicago office. His new position began January 2. Another typewriter man taking up an office appliance whose sale was created by and through the popular use of writing machines.

* * *

We had the pleasure of witnessing the operation of an electric Blickensderfer typewriter in the hands of an expert, Mr. C. P. McDonald, and with a little practice between now and March 17, we see no reason why this gentleman with this electrically operated typewriter cannot be entered in the typewriter speed contests at the Coliseum, during the National Business Show, and carry off first prize. Mr. McDonald's specialty is "long distance" tests, he preferring 8 to 24 hour tests. We have no doubt about the machine and many operators lasting this length of time, but such demonstrations are nothing but physical endurance tests and do not demonstrate actual writing ability. Let Mr. McDonald practice for the shorter time tests, and we see no reason why he should not prove himself and his machine a "winner."

* * *

The Chicago office of the Blickensderfer Mfg. Co. reports the largest business in the history of the company, for 1905, and indications for 1906 were never brighter. The new "Electric" is opening up a new field of activity.

* * *

We had a call recently from C. D. Magee, Jr., special representative for the Elliott-Fisher Company at Chicago, who reports some excellent business for the book-writing typewriters. Their new adding attachment for typewriter is proving an interesting and valuable feature to their many users among the large commercial houses of this city, and many sales are predicted as soon as a liberal supply of machines are furnished.

The home offices of the Oliver Typewriter Company in Chicago have been entertaining the managers and assistant-managers of their various branch offices, as is their annual custom during the close of the year, but instead of congregating their entire organization at the general office at one time, the country was divided into "districts" and these were entertained during certain days.

With a general entertainment covering an entire organization, we doubt whether the company derives as much benefit from their men, as when entertained in smaller bodies. We believe the latter method tends to afford the home company a better opportunity of meeting the "individual" man, and imparting to fewer men the same knowledge and ends such yearly entertainment is meant for.

* * *

The Victoria Hotel, in Chicago, was the official stopping place of most of the Oliver organization during their recent visit to Chicago, and a visit to that hostelry after an evening's entertainment revealed one of the best collections of silk hats and tuxedos we have ever seen. And they were worn well, too. A company never fully realizes what a fine class of men they have in their organization, until they get them together under such conditions, allowing them to appear "in their best."

GENERAL OFFICE, BACON BROTHERS, COLMAN BUILDING, SEATTLE, WASH.
Agents "Stearns" Typewriter, Office Supplies and Specialties.

CLEVELAND, O.

An alarm of fire at midnight during a week in December caused considerable excitement among the guests of the Colonial Hotel in this city. The flames were discovered coming from the offices of the Remington Typewriter Company, at 114 Prospect street, which adjoins the hotel. A gas heater had set fire to some curtains and packing boxes, which was quickly extinguished with little damage.

FORT SMITH, ARK.

"Billie" Melton recently visited this city and made expenses by selling the Hotel Maine a new Smith Brothers machine, for which he is traveling in Arkansas.

* * *

J. R. Elkins, operating the Fort Smith Typewriter Exchange, and assisted by Mr. Littell, formerly of St. Louis, is local agent for the Fox typewriter, and is doing a fine business.

GRAND RAPIDS, MICH.

C. B. Hamilton, recently appointed advertising manager for the Fox Typewriter Co., is a Canadian who has made considerable progress in his chosen profession. The new position created by the Fox Company for Mr. Hamilton leaves the sales management, or manager of branch offices, open to L. G. Raymer, as noted in our December number.

* * *

L. G. Raymer has removed his family to Grand Rapids, and has taken up his position with the newly created branch office departments of the Fox Typewriter Co.

GALESBURG, ILL.

The Underwood typewriter is well looked after in this territory by J. W. Riehm, as local manager. Mr. Riehm was formerly with the Remington at Peoria, but is now located at 80 South Cherry street, Galesburg.

HOPE, ARK.

Judge W. M. Wallace has secured the agency for the Wellington typewriter in this territory.

HELENA, ARK.

F. A. Raenhardt, a prominent builder of this section, has entered the typewriter field as agent for the Wellington. Although sixty years of age, he makes it hard for competitors.

HOT SPRINGS, ARK.

The Arkansas Lumber & Contractors' Supply Co. have taken the local agency for the Wellington machine.

* * *

The Richards Piano Co. have the agency for the Oliver typewriter, while J. P. Olsen Piano Co. represent the Densmore.

INDIANAPOLIS, IND.

George B. Gunnison, former Indiana State agent of the Hammond Typewriter Company, of New York, began a suit against the company, Saturday afternoon, for the recovery of $223.89 which Gunnison alleged is due him by way of unpaid commissions and salary.

He said he entered into a contract with the defendant corporation, June 10, 1903, to become agent for the State of Indiana for the sale of the Hammond typewriter. He claimed that he was to be compensated at the rate of $15 a week and commissions on all the machines he might sell. His term of service covered two years and five months, and he asks judgment for $142.54 alleged to be due in commissions and $81.33 in unpaid salary and expenses.

ILION, N. Y.

F. P. Best, purchasing agent for Wyckoff, Seamans & Benedict, at their typewriter works, has resigned to accept a position with parties in the West who have recognized his ability.

Mr. Best has been with the typewriter manufacturers for over nine years, and is highly respected by the citizens of Ilion, many of whom regret to see him leave.

* * *

An entertainment in the interests of the Remington Typewriter employees, to be known as the first annual midwinter gathering, will be given at the Ilion Opera House, January 12, 1906, at which time a novel and interesting programme will be given, including several outside attractions, assisted by local talent. The arrangements for this event are now in the hands of various committees representing all departments of the Remington factory, who will spare no pains to make this gathering one long to be remembered.

The proceeds of the event will be used for the benefit of the athletic and social organizations of the employees.

"Y AND E" EXHIBIT AT THE NATIONAL BUSINESS SHOW, NEW YORK, OCT. 29 TO NOV. 4.

The largest single exhibitor at the New York Office Appliance Show was the concern whose trademark "Y and E" is probably better known today than that of any other maker of office devices—the Yawman & Erbe Mfg. Co., of Rochester, N. Y.

Some slight idea of their exhibit is given in the accompanying illustration, but one really had to see the handsome grouping of "Y and E" Sectional Filing Cabinets in a multitude of various combinations to realize the immense amount of work involved in preparing this exhibit.

There were many specific Systems illustrated in combinations of Cabinets, such as Savings Bank Records, illustrated by different uses of Card Index and by a special arrangement of Vertical Letter Files suited to the requirements of a bank.

Other businesses, such as manufacturers, real estate, and so on, were illustrated in similar manner.

A number of entirely new Sectional Cabinets attracted much attention, notably the new Commercial Desk Section, which economizes the space usually required for a table or desk for a filing clerk; the new Book Stall Section for catalog filing; and the new Roller Book Section for storage of heavy book records.

Among other similar features were a Vault Truck which can be fitted with Sectional Cabinets; a Vertical Tray with hinged covers; and a Letter Copier operated by electric motor.

The "Y and E" exhibit was in charge of Mr. Wm. J. Mullin, manager of the Educational Department, whose special work at the executive offices at Rochester is the training of salesmen for the "Y and E' organization.

KANSAS CITY, MO.

Geo. A. Baldwin, special representative for the Underwood, made a short visit here early in December, and he left behind him a warm place in the hearts of those who had the pleasure of meeting him. His sociable character, broad-minded views and democratic ways made friends with all, and assisted those to more and better work for the interests to which they labor.

* * *

A rumor has it that W. B. Frost, formerly Underwood agent in this city, and now in the real estate business, will again embark in the typewriter business. If he should, "it's a cinch," as the boys say, for Friend Frost to produce results.

* * *

Arthur R. Kurtzhalla, recently in the brokerage business, has been appointed salesman with the Underwood for Western Kansas.

* * *

The salesmen and employees of the Underwood Co. presented their manager, A. M. Kathrens, with a beautiful lounging robe as a token of their appreciation of his efforts and as a Christmas remembrance.

* * *

At the annual dinner given by Walter E. Warren, manager of the Oliver Typewriter Company, in Kansas City, held this year at the Midland hotel, trade topics were discussed by the members of the office, some twenty-eight in number.

* * *

John A. Zellers, manager of the Kansas City office of the Smith Premier, entertained twenty-one of his salesmen at a dinner given at the Hotel Baltimore, in honor of his office securing the $1,000 silver trophy offered by that company.

LITTLE ROCK, ARK.

H. B. Orr, local agent for the Blickensderfer and Fay-Sholes, is fast acquiring a knowledge of the typewriter business, and building up one of the best agencies for office appliances in this city.

Parkin-Longley Company, agents for the Oliver and Standard Adding Machine, have moved into their new handsome store, one of the finest in the state. They also do a general typewriter and supply business.

* * *

"Billie" Melton was here recently looking for a suitable location for the "Smith Brothers Visible."

* * *

C. W. Hewett has been appointed local agent for the "Wellington," and has fitted out a complete stock of both machines and supplies.

* * *

The Underwood Company maintain an elegant office here and do a fine business.

LOS ANGELES, CAL.

As noted in our December issue, the firm of Metcalf & Wilson, doing business at 122 North Broadway, this city, has been incorporated with a capital of $25,000, $12,500 paid up and the balance treasury stock. A. G. Wilson is president, S. P. Metcalf vice-president, F. C. Metcalf, secretary and manager, and the Central Bank of Los Angeles, treasurer and depository. The same gentlemen are directors, with the addition of C. W. E. Smith.

The company is handling the "Stearns" Visible typewriter, agents for Carter's Ink Co., the American Ribbon & Carbon Co.'s typewriter supplies, and "Berkshire" Mills typewriter paper, besides conducting the only Typewriter Inspection service in the city and doing a general exchange, rental and repair business.

At present ten persons are engaged in the business, handling the county of San Diego, Santa Ana, San Bernardino, Riverside, Santa Barbara and Bakersfield.

BE MODERN
In Shorthand and Typewriting

Hundreds of schools, thousands of teachers and tens of thousands of shorthand students have taken it for granted for many years that the old fashioned methods are the best, because some one, somewhere, at some time labeled them "standard." They **were** standard ten, fifteen and twenty years ago, but there have been improvements made in shorthand and typewriting as well as surgery or engine building or ventilating.

This whole question has been made so clear and simple through what is known as

Paterson Phonography

that no one, whether teacher or student of this subject, can afford not to investigate it. Its simplicity, high efficiency, ease of mastery, possibility of speed, legibility in slow and rapid writing make it best suited for students or those holding the highest positions of the profession. Characters have the movement of longhand writing, are quite graceful and easily formed—no sharp angles.

Did you ever see a square race track? Turning a sharp corner with a pencil is just as hard as turning it with an automobile when making high speed. The price of this text is $2.00.

The Style Manual

makes experts of stenographers, reporters and correspondents. This book is to the stenographer what the "Style Sheet" is to the compositor. It instructs and demonstrates, and is the thing needed to transform the ordinary stenographer into a first-class operator. It inspires the student to a higher conception of his prospective employment. It means a better salary to the graduate, and an enhanced reputation to the college. The schools using it as a regular text report as a direct result much improved work and greater diligence on the part of students, with a lightening of the teacher's task. The complete book is a reproduction of **actual typewriting—not imitation.** The complete index will be mailed to anyone on request, free. Price of text $1.25.

The Paterson "Piano Method" of Touch Typewriting

Teaches the art of skillful operation by sense of location. It can be used with either single or double keyboard typewriters, and avoids the necessity of special editions for each style of machine. Two keyboard charts are furnished with each book, showing the proper method of figuring in a simple and direct manner. The lessons are carefully graded and contain a number of original features that aid materially in the rapid development of skill. Cloth bound, opens at end, printed on one side. Price of text 60c.

Special offer to teachers: **Three books, postpaid, $3.00.**

H. GRAHAM PATERSON

Author and Publisher

153 La Salle St., Chicago, Ill.

With their incorporation and the steady growth of their business along with the fast-increasing population of Southern California, it will not be long before such a firm will be adding a few more modern office appliances, such as adding machines and office furniture.

Fred C. Metcalf, their manager, has had considerable experience in the business, covering the various branches, including repairs and rebuilding.

TYPEWRITER TOILERS IN MILWAUKEE.
By Our Special Correspondent.

Manager E. R. Johnson, of the Smith Premier: "Yes, December was a very satisfactory month and we are well pleased with results. Our new Tri-Chrome leads out well and is proving a fine seller. The boys like to sell it and the people like to buy it. Everything looks all right for January, now that we have the new machine out and find it a winner. Our travelers were in on the 1st and 2d for our annual meeting and banquet, and as a matter of course we had a very pleasant time. A new addition to our selling force is J. P. Pierce, formerly salesman for the Blickensderfer Co., who is now with us as city salesman.

* * *

In speaking of December business and things generally in the typewriter line, Mr. Stumpf, of Stumpf & Yaw, says: "We can't kick a bit and nobody connected with our institution has artificial or cold feet either. December was one of the best months we have ever enjoyed with the Densmore, and January looks promising for fine business. A feature of last month's business with us was quick sales and a good percentage of cash sales." New additions to their forces are J. E. Mase, city salesman, and Walter Sandberg, of Chicago, in the repair department.

* * *

Mr. Shoemaker, manager of the Underwood office, reports: "While our December business was satisfactory we wanted to see it surpass November, which was our banner month. There are to be no material changes that we know of in our forces. We have recently added two salesmen, F. L. Peterson, formerly city man for the Smith Premier Co. here, and A. H. Flint, formerly with the Oliver in Chicago."

* * *

The Fox Manager, W. E. Jacobs: "December has been all right and we have no complaints to offer. Our up-in-the-state trade has been better than we looked for and we have had some easy business this month through the mails. We see no reason why there should not be a good trade for the balance of the season."

* * *

A pleasant smile for everybody from Manager A. W. Roth, of the Remington office, was particularly noticeable on Tuesday, after the books had been closed for the month and the old year, and a 20 per cent increase in December business over a year ago, was an established fact. Mr. Roth reports a good line-up of prospects for the new year and says, Why not? A. H. Hart, formerly bookkeeper for the Goodrich Transportation Company, of this city, has recently been installed as bookkeeper for the Remington Company here.

* * *

The W. C. Kruel Company have had an unusually good month, thank you, says W. C. Kruel "and we're going to make a repeater out of January. Oliver sales were all right and our furniture trade was never better." This company maintains one of the finest stores of its kind in the Northwest and that it is a growing institution is plainly to be seen. A new line added to their various departments of typewriter and office furniture, filing cases, etc., is bank, school and opera house furniture.

* * *

J. N. McCarville, who was formerly manager of the Blickensderfer office, prior to the closing of it, has opened an office as a dealer on Third street, and will campaign with the Blix and others and reports good results thus far.

MORRILTON, ARK.

M. H. Dean, a popular young clerk here, has taken the agency for the "Wellington" typewriter.

Herewith we show a

Burrough's Adding and Listing Machine Foot Lever Device

It enables the operator to

Keep both hands free for work—hence to attain greater speed.

HOW IT WORKS and WHAT IT WILL DO—

The **Foot Lever** can be attached to a *Burroughs Adding and Listing Machine* in a few minutes. Simply remove handle by turning from you and pulling outward with slight oscillating motion. Next screw the rod (to which the short handle is fastened) in the spring about one and one-quarter inches of the end of the thread, then insert the short handle by holding it in a perpendicular position, and by a slight oscillating motion force it into the machine. It will then spring forward to its normal position, as shown in cut. After this operation see that the Foot Treadle is about one-half inch from the floor on the down stroke; if not, raise or lower by means of the rod.

Having both hands free enables operator to secure greater speed; prevents errors in skipping items; does not tire out operator's keyboard arm and permits of greater working capacity.

Stand and Lever, $10.00 Lever Device, $6.00
F.O.B. Los Angeles

Agents and **Salesmen** wanted everywhere. Good sideline for adding machine salesmen. Write today for terms, territory, etc. Endorsed by all users.

Los Angeles Foot Lever Company
Sole Manufacturers
212-213 American National Bank Building
LOS ANGELES, CALIFORNIA

We want a HUSTLER in every TOWN to act for US. Are you one?

No Stenographer can afford to be without this—the most complete

COPY HOLDER The Simplest One on Earth

Merely press compressor clamp and holder will keep your note book in erect position.

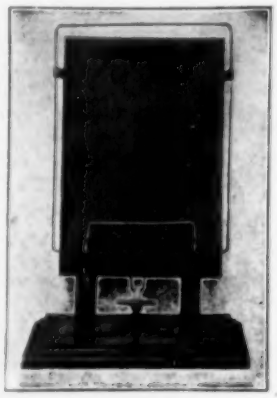
Loose Papers — Wills — Abstracts

Anything to be rewritten always right before you. Enables copyist to sit erect, insures speed, saves eye strain. Made of quartered oak and nickel plated steel. All parts reinforced; no breakage; always ready.

PRICE $1.50.

We are making a **Special Dealer's Offer** on this copy holder. Every typewriter dealer, stationer and salesman should investigate it.

O. R. BROWN CO., Sole Makers.
83 Baldwin Building, INDIANAPOLIS, INDIANA.



Your Mouth Breeds Germs!

Ask your doctor IF the mouth isn't the greatest germ breeder in your entire system. Your Telephone Mouth Piece is Full of Them. Don't endanger your health inhaling these disease microbes, smaller than dust particles.

THE RED CROSS ANTISEPTIC TELEPHONE MOUTH PIECE

Kills these germs and removes the danger. Simple, clean, No Bad Smell. Over 60,000 Now in Use. Will last a life time. Can't break or wear out. Made of aluminum. Endorsed by hospitals, boards of health and doctors everywhere. Costs only $1.00 with three months' supply of antiseptic. Extra fluid 20c per bottle, prepaid. Money back if desired after 30 days trial. Get free particulars and circulars.

Dealers and Agents wanted all over the world.
A quick seller with fine profits.

AMERICAN ANTISEPTIC TELEPHONE MOUTH PIECE CO.
NEWARK, NEW JERSEY

What Is Daus' Tip-Top?

To Prove that Daus' "Tip Top" Duplicator is the best, simplest, and cheapest device for making

100 copies from Pen-written and 50 copies from Typewritten original

we are willing to send a complete "Duplicator" **without deposit on ten days' trial.**

No mechanism to get out of order, no washing, no press, no printers' ink. The product of 23 years' experience in Duplicators. Price for complete apparatus, cap size (prints 8¾ in. by 13 in.), $7.50, subject to the trade discount of 33⅓ per cent., or **$5.00 net** if you mention "Office Appliances."

Felix G. J. Daus Duplicator Co., Daus Bldg., 111 John Street, New York

SHERMAC UNIVERSAL ENVELOPE SEALER

CAPACITY: 3500 Envelopes per hour

Takes any width or length of commercial envelopes.

PRICE $6.00

AGENTS WANTED IN UNOCCUPIED TERRITORY.

THE SHERMAC gives in a condensed form more than has ever before been offered in large bulk at much greater cost, and fully answers every purpose of the expensive devices.

Mutual Specialty Co.
324 Dearborn Street, CHICAGO.

Eastern Distributors,
Douglas H. Cooke, Inc.
16 Beaver St., New York.

MINNEAPOLIS, MINN.

E. C. Underwood, traveling representative for the Fox Typewriter Company, was recently through this territory securing agencies for the "Fox."

MITCHELL, S. D.

C. B. Collins, representing the Underwood company, recently went through the Dakotas introducing their machine, and as a result of his work, it is said the company will establish an office at Sioux Falls, or Mitchell. Mr. Collins prefers the latter place if accommodations can be secured.

NEW YORK CITY, N. Y.

After an absence of two months, on a vacation for his health, C. V. Oden, formerly manager for the Underwood at Chicago, returns to the Underwood organization. Mr. Oden left the first week in January for New York, where he is to do special work in their New York office, among which will be the demonstration of the Underwood machine for the benefit of the eastern organization. Mr. Oden has considerable talent in this line and many new phases of the machine are bound to be developed from his work.

A position as manager of an eastern office has been secured for Mr. Oden, beginning about the first of February.

* * *

We welcome to the regular typewriter field Fred H. Cozzens, who resigned as sales manager for the Yetman Transmitting Typewriter Co., to accept the position as sales manager for the Elliott-Fisher Company.

Although associated with a typewriter company, his duties required an entirely different calling when associated with the telegraph transmitting machine.

* * *

The Densmore Typewriter Co. recently received a cable message from India, stating that their machine had been adopted by the Madras Government. The securing of this concession came only after much effort on the part of the agent, and much "mountain climbing," as the seat of government is in the mountain regions.

* * *

Speaking of "mountains," we know of many mountains climbed by dozens of typewriter agents right in New York city every month. And that reminds us, is not OFFICE APPLIANCES a mighty excellent "guide" for this "mountain climbing?" There are many who have taken its assistance, and many more to follow.

* * *

A. T. Rose, the genial manager of the Remington Typewriter Company in New York, reports splendid business for that machine, and nothing but the highest commendations are being received for the new models of their machine.

* * *

G. M. A. Fecke, formerly metropolitan manager for the Arithmograph Company, and the Fay-Sholes typewriter, resigned his position November first, and is taking a vacation subsequent to further active management in the office appliance field.

* * *

H. M. Hallenbeck succeeds Mr. Fecke as New York manager for the Arithmograph, and reports that he has some excellent openings for energetic salesmen. Mr. Hallenbeck is advanced from the ranks of salesmen, in which capacity he has acted for several years.

* * *

Before Prince Henry of Battenberg sailed away from New York, he sent an order to the New York office of the Oliver Co. for a new Oliver, and this company is now exhibiting the original receipt secured from the officials of the "Drake."

VISIBILITY

TAKE THE LID OFF YOUR OLIVER TYPEWRITERS and get **Complete Visibility** by attaching our patent ***Tensioned Paper Guide*** in place of Oliver cross bar on carriage. Every character on written page visible at all times, permitting unbroken inspection of figure columns. Saves time, labor and mistakes. Fitted in one minute. Want all dealers to order sample, delivered, $1.00. Sells for $3.00. Warranted. Helps to sell Olivers.

APPLIANCE MFG. CO. :: Patentees and Sole Mfgrs. :: ***St. Louis, Mo.***

The Postal Typewriter Co., of Norwalk, Conn., have recently secured larger quarters in New York city for the sale of their machine. The company have maintained offices for some time at 1140 Broadway, but this has become too small for the needs of the concern and a new store has been acquired at 1364 Broadway.

Wm. H. Guthrie, who has been with this company for some time, will take charge of the new store. Thomas A. Skelly and Wm. T. Penny, from the home offices, has spent some time in the Metropolis preparing for the opening.

* * *

Some difficulty was experienced recently in the Borough of Brooklyn when Alderman Redmond offered a resolution authorizing an appropriation of $7,500 for book-typewriters for the registrar's office. The Republican aldermen thought this was a political deal to enable the registrar to make some appointments before he was succeeded at the beginning of the year by the registrar-elect, as the securing of these machines would necessitate the discharge of many hand-writing clerks.

* * *

That very popular Underwood manager at Providence, H. S. McCormack, is now doing duty in the New York office in the special billing field.

OMAHA, NEB.

F. T. Shepard, recently salesman for the Oliver office at Omaha, is now in charge of the Fox Typewriter Co.'s office in this city.

PAINTSVILLE, KY.

J. E. Atkinson, representing the Oliver, and F. W. Shryock, the hustling representative of the Remington, were both in this territory during the early part of December.

PORTLAND, ORE.

An admirer of OFFICE APPLIANCES recently took it upon himself to solicit subscriptions from the various managers of the different typewriter offices in this city, and we are favored with seven new subscribers. In reporting the "club" to us, our friend informs us there was "one man who refused to subscribe," advising that "his company kept him supplied with all the necessary news," or words to that effect.

We are wondering if the gentleman in question appreciates the face that the great success this publication has achieved, was largely due to the "news" NOT REPORTED to members of the same organization, besides the news of others of his friends in the same field.

A careful perusal of the pages of any single issue should satisfy all the managers and salesmen of all the companies, that they should be on our list.

"A word to the wise is sufficient."

PINE BLUFF, ARK.

C. G. Schenck, the well known local bicycle man, has secured control of the "Wellington" for this city, and as there is no other typewriter represented here, he should do well.

Indications are that a good second-hand business would survive here and pay handsomely.

PORTLAND, ME.

John R. Ramsay, the state agent for the Oliver, visited Chicago recently, on a Christmas vacation, and reports big business for his machine in that territory. Mr. Ramsay has been associated with the Oliver for some three years past, and maintains headquarters in Portland, looking after the state interests, while the city business is attended to by C. O. Barrows.

PHILADELPHIA, PA.

One of the handsomest New Year's remembrance cards coming to our attention this year was received from William W. Lesley, manager for the Hammond Typewriter Co. at their Philadelphia office.

The card is about the size of a postal, in three colors—black, red and gold-leaf, and shows a fac-simile of Mr. Lesley's signature as manager. The whole affair is well set and pleases the eye. The following appears thereon:

So may the New Year be a happy one to you, happy to many more whose happiness depends on you!—So may each year be happier than the last.—Dickens.

On the reverse side of the card is a calendar for the year.

ALL FIRST CLASS DEALERS KNOW MAKE QUICK SALES

DEARBORN CABINETS

SAVE TIME, WORRY and ERRORS—IMPROVE QUALITY of WORK—THEREFORE SAVE MONEY

42 in. long, 24 in. deep, 38 in. high

Roll Curtain to Paper Cabinet

ARE Sold around the WORLD Universally known as the BEST

Notice how COPY HOLDERS are placed in direct line of vision, enabling operator to sit up straight. Saves fully 45 per cent of Time, Worry and Errors. A place for everything, everything in its place. Solid Golden Oak, guaranteed the most complete Typewriter Cabinet ever sold anywhere near the price. We ship responsible parties on approval, to be returned at our expense if not satisfactory. What more can we offer!

46 in. long, 31 in. deep, 45½ high

No. 6 Dearbern Junior Cabinet — HUNDREDS OF TYPEWRITER AND OFFICE FURNITURE DEALERS HANDLE THEM. IF YOURS DOES NOT, WRITE DIRECT TO US — No. 1 Dearborn Special Cabinet

$13.00 DELIVERED

DEARBORN DESK COMPANY
ALEXANDER A. SAMUEL, GENERAL MANAGER
308 Fisher Building CHICAGO, U. S. A.
NEW CATALOGUE FREE

$30.00 DELIVERED

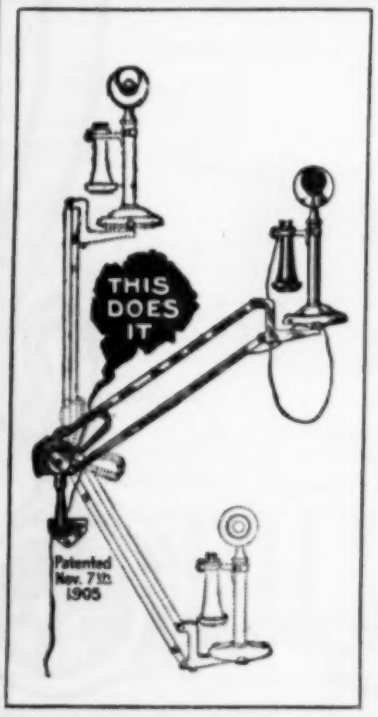
TYPEWRITER SUPPLY DEALERS
should not fail to send for samples of

Columbia BRAND Carbon Paper

Possesses the following advantages:
Will not Stencil. Outwears ordinary Carbon.
Sensitive, although absolutely clean.
Prints as brilliant as Ribbons.
The most beautifully coated sheet on the market.
A POST CARD WILL BRING A BOX OF SAMPLES.

COLUMBIA RIBBON & CARBON MFG. CO.
43 Murray St., New York, N. Y.

We give exclusive control.



NO MATTER WHERE YOU PUT IT, HIGH or LOW, or at WHAT ANGLE,
"IT WILL STAY 'PUT'."

That's what one of our users writes us about

The Phone-Eze Telephone Bracket.

The *Compensating Spring* does it, and you don't find it elsewhere. It permits the telephone to be placed in any position—TO STAY THERE—*with* or *without* the receiver. It is perfectly balanced at all times. *Removing receiver will not disturb equilibrium.* The pivotal action of the **Phone-Eze** ensures: No friction, no vibration, very light operation, and automatic adjustment to every possible position by a simple motion of the hand. May be put on wall, desk or table—any height—and is instantly extended from 19 to 25 inches.

The Phone-Eze is of strong construction—Nickel Plate or Oxydized Copper Bronze finish—will hold desk telephone of any size or weight. Five minutes work and a screw-driver installs it anywhere.
A combination of simplicity, durability and convenience.
AGENTS WANTED IN EVERY CITY. LIBERAL COMMISSION.
Write for terms, particulars and territory.

FOX-BORDEN MANFG CO., 110 West 34th St., New York City.

PEORIA, ILL.

Frank S. Lacy, district representative for the Oliver Typewriter Co., is the proud father of a girl, born on the 21st of December. Olive-VERginia Tracy.

PARK RIDGE, N. J.

"Thanking my friends for their liberal patronage during 1905, I present the compliments of the season for Mittag & Volger and wish you a happy and prosperous New Year.
December 25, 1905. Paul. B. Divver.

Such is the inscription on a very handsome engraved announcement letter sent out by that globe-trotter and popular representative for the firm of Mittag & Volger. The notice is a credit to both Paul and his firm, who do nothing by halves.

PROVIDENCE, R. I.

The vacancy in the chair of manager for the Underwood at this point, made by the appointment of H. S. McCormack to the special billing department in New York, has been filled by A. N. Smith, formerly manager of the Remington office at Toronto, Canada.

Mr. Smith is a typewriter man of many years and one of the most active in the Canadian field, and the Underwood company should reap considerable benefit from acquiring such an excellent man.

RUSSELVILLE, ARK.

Faulkner & Schaefer, formerly Oliver agents here, have signed for the "Wellington" typewriter.

SAGINAW, MICH.

Those representatives of the various typewriter companies who are fortunate enough to come from the repair bench, find it exceedingly profitable to them to understand repairs when selling machines on the road, or in the country.

We know of one man in New England territory that controls considerable business on this one point.

Here in Michigan is another fellow representing the Remington typewriter, who has had the repairman's experience. We refer to B. J. Conway, who had an experience in some of the factories of the East before taking up representation for the Remington here.

SAN FRANCISCO, CAL.

Ed. W. Pease, for many years manager for the Remington company at Los Angeles, has been transferred to the San Francisco office, located at 228 Bush street.

* * *

Some day this publication is going to take a census of the Canadians in the typewriter and office appliance business in the U. S.

E. N. Bartlett, manager for the Smith Premier Typewriter Company at San Francisco, is another Caandian (three mentioned in this issue) who has made a success in the States. Mr. Bartlett was formerly with the same company in Detroit. His present territory covers the whole of the Pacific coast, with several sub-offices.

SEATTLE, WASH.

In a communication dated at Seattle, from S. B. Hall, the popular traveling representative of the "Monarch" Typewriter Company, who asks us to make correction of the notice we made of his having been connected with the Underwood while using a health permit through the yellow-fever zone, and in conjunction with which we showed his "thumb-mark." Mr. Hall has never been connected with the Underwood, but is an enthusiastic Monarch man.

(Hope this will save the "killing," friend Hall.)

SPOKANE, WASH.

T. W. Hoover, representing the Smith Premier Typewriter here, recently sold to other parties 160 acres of land, 15 miles north of Spokane, for $3,000.

SPRINGFIELD, O.

Warren Williss, an expert typewriter, has gone to New York to take a position in the home offices of the Hammond Typewriter Co., for which he has been a demonstrator for some time.

SYRACUSE, N. Y.

H. I. Seddon, the Smith Premier Typewriter company's able representative, whose picture appeared in our November issue, made a call on us recently. It has been some time since the writer has had the pleasure of meeting Mr. Seddon, and he looks hail and hearty as ever.

He was one of the first three salesmen connected with the New York office of the Smith Premier Typewriting Company, serving under Mr. Harrison, now of London, Eng., and was later connected with the Hammond Typewriter Company; then acted as assistant manager of the credit department of the American Can Company of New York and more recently still, he was with the Elliott-Fisher Billing Machine Company.

About two years ago he assumed the charge of the billing and system department of the Smith Premier Typewriter Company and to him is due the credit of introducing the billing machine into the different offices of that organization. Thoroughly in touch with the billing proposition, his efficient aid is recognized by the managers of that company throughout the United States.

* * *

Demand for visible typewriters has increased to such an extent that the L. C. Smith & Bros. large factory is being operated until 9:30 o'clock evenings in order to keep up with orders as far as possible.

Employment is given at the present time to 400 men in the manufacture of visible typewriters, and the demand, Mr. Smith said, is far in excess of the output. As rapidly as possible the working force is being increased, and while the members of the company decline to discuss the situation, it is likely that a second large building will be erected during the approaching year. Mr. Smith owns a piece of vacant property adjoining in the rear of the present building.

* * *

Lyman S. Smith, Horace S. Wilkinson and W. L. Smith go to Seattle, Wash., in February to look after their business interests in that city and other sections of the northwest.

ST. LOUIS, MO.

T. F. McLaughlin, who operates a typewriter exchange at 715 Locust St., this city, is gradually building up a business of no mean size, and if a growth for the next year will continue as for 1905, new quarters will be sought for. Mr. McLaughlin was in New York during the holidays visiting relatives.

* * *

The Blickensderfer Mfg. Co. maintain a very creditable office at 210 No. 9th St., this city. T. S. Martin is now manager, having succeeded Rodney Jones since April last. Mr. Jones is now in Indianapolis.

* * *

W. B. Jenny, the new manager for the Typewriter Exchange, doing business next door to the Blick. Co., reports exceedingly good business in second hand typewriters.

Mr. Jenny is an old U. T. & S. man, and was for nine years connected with that company in Cincinnati, and at Louisville for some seven years, and has been in St. Louis since August, succeeding Mr. Melton.

* * *

"Billie" Riggs, the popular manager for the Underwood here, was presented with a 32 degree Masonic emblem charm, by his staff of salesmen, in recognition of his efforts in their behalf, and his "shoulder to shoulder" work.

* * *

"Jimmie" Geissinger, known to many of the older St. Louis boys as a Smith Premier salesman, is in charge of the railway department for the Oliver Typewriter Co., and when you consider the amount of "railway" business the Oliver secures, Jim must be making some good money.

* * *

M. M. Blum, formerly manager with the Hammond at Cincinnati, and lately from Indianapolis, is now with the Underwood organization traveling from St. Louis, in Southern Missouri and Illinois.

* * *

As indicated elsewhere, the Cram Writing Machine Co. are to build a large manufacturing plant in St. Louis, and two distinct models of their machine will be for sale; one a "unikey" machine, is now ready for delivery, while a full keyboard machine will be ready some time during 1906.

Don't *be* an Adding Machine; *Buy* one.

A man isn't much use as an adder until adding becomes a habit.

The adding habit is hard on a man; it wears out muscle, nerve and brain.

Adding doesn't brighten a mind, it deadens it.

Adding isn't brain work, it is brain drudgery. It is work for cogs and levers, not for the precious gray matter that can be used for thinking.

That's why we repeat, Don't *be* an Adding Machine; *Buy* one.

If you haven't the say-so, tell your employer it will cost him nothing to test a

New No. 5

Universal *Electric*

Adding Machine

If you want to be sure you are right send to us for further information, or better still, send for the machine today and let us take all the risks.

Universal

ADDING MACHINE CO.

GENERAL OFFICES AND FACTORY

3823 LACLEDE AVENUE, ST. LOUIS, MO.

AGENCIES IN ALL PRINCIPAL CITIES

1012 f

W. J. ARNOTT & CO
GENERAL AGENTS
SMITH PREMIER
TYPEWRITER
WINNIPEG

A Miniature Reproduction of a Meyercord Decalcomania Name Plate.

Your Name

Should be a BUY WORD

Make it such by artistically placing your name and trade mark on every article you manufacture or handle. Do it by means of our

Meyercord Decalcomania Name Plates

These name plates are especially adapted for use on typewriters, desks and other office appliances. They can be made of any desired color, or plain gold and black, and when transferred have all the appearance of having been placed there by hand. Our decalcomania name plates are universally used; by the Oliver, Remington, Bundy, Universal and other large manufacturing concerns, and can be made in quantities of 250 and upwards. Their cost is nominal and the advertising you will receive from a name plate of this character, will repay you many times over.

Samples and original sketches FREE. Write us today.

(Est. 1894.) ***The Meyercord Company*** *(Inc.)*

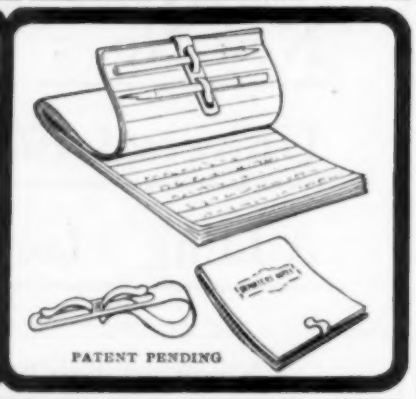
CHAMBER OF COMMERCE *CHICAGO, ILLINOIS*

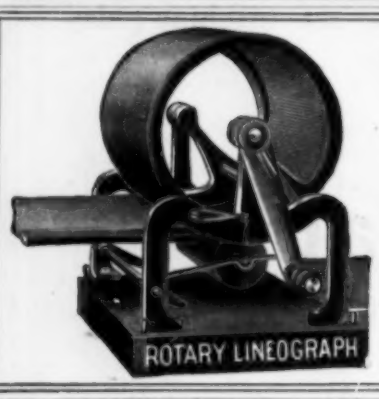
Every manufacturer should have his advertisement permanently displayed on his dealers' windows. These signs cannot be overlooked. THEY ADVERTISE. If interested we should like to send you our booklet.

20th CENTURY STENOGRAPHER BOOK MARK—PENCIL HOLDER

THIS little device is something that every Stenographer should have on their note book. With it you can find your place without the loss of a second and your pencil is always where you can put your hand on it. It is the greatest time saver ever offered to the Stenographer. For sale by dealers, or sample sent prepaid from factory on receipt of 15c, silver or stamps. :: **Agents Wanted.**

J. H. JAMES MFG. CO. :: Fort Scott, Kansas





The Rotary Lineograph

CLEAN SIMPLE EXPEDITIOUS

Weight, complete, 8 lbs. Prints anything from a postal to foolscap

The most modern, simple and rapid duplicating device on the market.

IMPORTANT Lineograph Machines are sold without restricting the user to purchase or use our Supplies. We make the best and scientifically adapted materials, regardless of the great reduction in our selling prices from those which hitherto obtained, and are under no necessity to resort to expedients other than the superior excellence of our goods to retain patronage. **Send for Price Lists and descriptive booklet.** **AGENTS WANTED**

The Lineograph Company,

Makers of Duplicators and Supplies

112 FULTON STREET, NEW YORK, U. S. A.

THE STATE OF BUSINESS.

Business in the office appliance field, including that of the various typewriter and adding machine companies, and the supply houses, seems to be literally booming. All companies report not only good business, but unprecedented calls for their wares. All are "way behind" in orders, and the dealers in second hand typewriters and the line are simply swamped with sales.

The only trouble at present is a chronic one—factory way behind in orders.

THE JEWETT TROUBLES.

The indications are that the difficulties besetting the Jewett Typewriter Co., and which have resulted in the filing of an application for a receiver and of an attachment, will be amicably disposed of. Already the attachment has been released in so far as it affects the stock of the company, so as not to interfere with the continuation of the business, and negotiations are pending for the settlement of the receivership suit, which, it is claimed, was brought through a misunderstanding of conditions.

TEXARKANA, ARK.

John Smith, representing the Remington; Mr. Blythe, of the Densmore; Melton, of the Smith Visible; J. B. Vigus, of the Underwood, and A. C. Albright, representing the "Wellington," were registered recently at the Huckins House, in this city.

Appreciating the honor of so many guests of prominence, there was set aside a special "typewriter table" during their stay. It is rarely that so many "hunters" are accommodated under one roof. * * *

J. G. Gaines has accepted the local agency for the Wellington.

TAMPA, FLA.

During a local industrial show the Owen Typewriter Company, of 313 Zack St., made a display of typewriters, including the "Fox," for which they are agents. This company control most of the business of this city and carry a complete line of supplies.

UNION CASH REGISTER GROWING.

The Union Computing Machine Company, which manufactures the Union Cash Registers, has recently found its business increased to such an extent that it has become necessary to provide more commodious quarters than those now occupied by the plant on Chancery street.

For this purpose the company has purchased a property at Beatty and Adeline streets and the work of tearing down the old buildings preparatory to erecting modern and larger structures is already in progress. In moving its plant the company has had regard for still further increase in its business, the property being large enough to accommodate a number of buildings in addition to those being erected. The present increase in the size of the plant will necessitate the employment of an additional force of skilled laborers. The new plant will comprise a brass foundry in which all the parts of the company's cash registers will be made. It will also enable the company to turn out more than twenty-five machines daily.

Another department of the new factory will be one in which experiments on improvements in the mechanism or operation of the registers will be thoroughly tested. In its efforts to simplify and improve its cash registering machines the Union Company has been very successful and it proposes to continue the work until the machines are brought to the acme of simplicity and perfection. The latest result achieved by the experimental department is a check printing register which prints a detailed record of each transaction, showing items charged, received on account, amount paid out and the initials of the clerks who make the transactions. No detail of the mechanism or results is overlooked which can in any way safeguard the interests of the merchant, prevent errors on the part of the clerks or customers, or aid in systematizing business.

Although the cash register is a comparatively recent invention, it has found favor with merchants the world over and the Union Computing Company from its plant in this city has done its share in supplying machines to the merchants of the world. It makes indicators, dials and keys for use in all countries where money is the medium of exchange and it has machines in practically all lands, including South America, Australia, New Zealand, Africa, Germany, Russia, England, Italy, Scandinavia and elsewhere.

MEETING OF CARBON PAPER MANUFACTURERS.

Members of the Carbon Paper Manufacturers' Association, composed of some of the largest manufacturers of carbonized papers, met at the Murray Hill hotel on December 7th, in New York City.

This proved to be the most enthusiastic meeting of the association ever built, as there were some thirty manufacturers present.

F. O. Mittag, of the firm of Mittag & Volger, as president of the association, presided at the banquet.

At the next meeting, to be held in a few months, the annual election of officers will take place.

NEWS OF THE ADDING MACHINE, TIME RECORDER AND CASH REGISTER INDUSTRY.

According to present indications, the first quarter of 1906 will see about five new adding machines, and one new cash register, on the market bidding for consideration.

ATLANTA, GA.

Fielder & Allen Co. are handling the Standard Adding Machine in the states of Georgia and S. Carolina.

BOSTON, MASS.

The appeal taken by the Felt & Tarrant Manufacturing Co. from the decision recently rendered in the case of that company against the Mechanical Accountant Co., of Providence, will come up the first week in January before the Circuit Court of Appeals in Boston, Mass. The nature of the suit is an infringement case.

BINGHAMTON, N. Y.

The annual meeting of the International Time Recording Co., of Binghamton, will be held at Jersey City in January. Further particulars regarding the meeting will be published in our February issue.

COLUMBUS, O.

Through the recent action of the patent office department of the U. S. government, in granting certain patents for devices used in the manufacture of cash registers, it is reported, the stockholders in the old Halwood Cash Register Co. hope to be able to place the company on its feet, and in the near future to pay all the indebtedness.

CLEVELAND, O.

Wheeler & Wales, who have the agency for the "Wales" Visible Adding Machine, report that they are selling as rapidly as the factory is able to supply their quota.

CINCINNATI, O.

Felt & Tarrant Mfg. Co., of Chicago, have found that their Ohio business has grown to be so extensive that it was necessary to install a general agency in Cincinnati, to take care of the southern part of Ohio and northern Kentucky. L. A. de Berard, an adding machine expert of twelve years' standing, is in charge with two salesmen as assistants.

* * *

Mrs. Carlotta T. Brown, wife of H. A. Brown, the Cincinnati manager for the Burroughs adding machine, has opened offices in the Mercantile Library Building, to conduct a brokerage business. Prior to her marriage, a year ago, Mrs. Brown was a cashier in a Cincinnati bank, and was probably the only woman cashier in the country. Tired of the monotony of housework, she has re-entered the business world on her own account.

CHICAGO, ILL.

The Crown Stationery Co., of Chicago, have been appointed general agents for the Mechanical Accountant, manufactured at Providence. Their territory covers Illinois, Iowa, Missouri, Wisconsin and Minnesota.

The Crown Co. are also handling quite an extensive line of other high grade office appliances, and have built up a considerable business during the past few years.

* * *

The Standard Adding Machine Co. have recently removed their Chicago office to 620 Monadnock Building, with J. W. Thompson in charge.

* * *

Another contestant for the world's demands for a combination adding machine used in conjunction with the typewriter will soon be placed on the market by a body of gentlemen in Chicago. The company will have unlimted capital and their machine, now in a state of building, will be a "wonder" if all the reports about this machine are half true.

A description of it can be looked for some time after March 1st.

DAYTON, O.

As stated elsewhere, many changes have taken place in the organization of the National Cash Register Co. Beginning with the first of the year, John H. Patterson, president, has the controlling interest in the stock of the company,

SOMETHING JUST A LITTLE BETTER

THE progressive business men of the country do not want something "just as good," but something "just a little better," when it comes to typewriter supplies, which determine the character and appearance of their business correspondence.

"Quality and Durability" are the only items thought of in the manufacture of the "Du-Ra-Bul" Ribbons.

Have you tried them?

If not, you have missed one of the "really good things."

AMERICAN AGENCIES:

Boston	Minneapolis	Hartford	Harrisburg	Buffalo	Omaha
Cleveland	Grand Rapids	Toledo	Kansas City	Chicago	St. Joseph
St. Louis	Los Angeles	Cincinnati	Detroit	Pittsburg	Springfield
Washington	Albany	Baltimore	Columbus	Philadelphia	Providence

New York City Representative: The Ransom-Parker Co., 4-6 White Street.

THE DODGE COMPANY, MANUFACTURERS, SYRACUSE, N. Y., U. S. A.

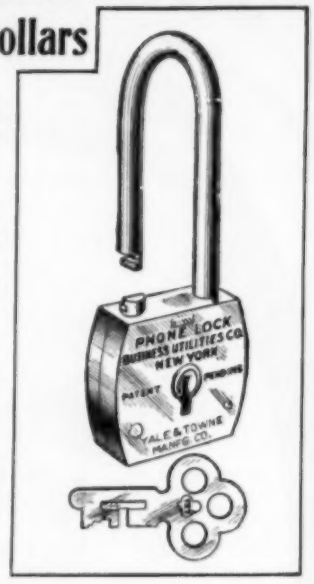
How an Investment of 50 Cents Will Insure You

Against the Loss of Many Dollars

Refusing to protect yourself from loss through telephone charges because it never happened to you is like refusing to purchase or use a check protector because you never suffered at the hands of a forger. What could be easier than for a man to request the privilege of using your 'phone, when he inquires at your office in your absence? How easy it is for janitors, helpers and others having access to your office or store after business hours, to make unlimited use of your phone! When the bill comes in at the end of the month, you know nothing about it, but you must settle—it was your 'phone. These are only two of the many ways by which you may find yourself compelled to pay bills of anywhere from a dime to many dollars, which you never contracted.

The Phone-Lock

will keep down your telephone bills, by preventing the unauthorized use of your telephone. The man who misuses your 'phone will send **Long Distance** as well as **Local** calls. He has no regard either for *distance or length of conversation.* Every day hundreds of business men find themselves imposed upon. The next visit of the telephone company's collector may reveal the fact that you too have suffered. *Prevent such loss by ordering a 'PHONE-LOCK today.*



Apply to your dealer, If he can't supply you, Remit 50 cents and let the Phone-Lock prove it's worth. We prepay the charges.

ONE PHONE-LOCK 2 KEYS, 50 CENTS

Can be used on wall or desk 'phone.

STATIONERY, ELECTRICAL, HARDWARE AND SPECIALTY DEALERS WANTED.

Locks automatically—opens with a key—operates instantaneously. Other keys will not open your lock, as there are 60 variations. *Isn't the protection this lock affords worth many times the price we ask?*

THE BUSINESS UTILITIES COMPANY Owners and Distributors **54 WARREN STREET, NEW YORK**

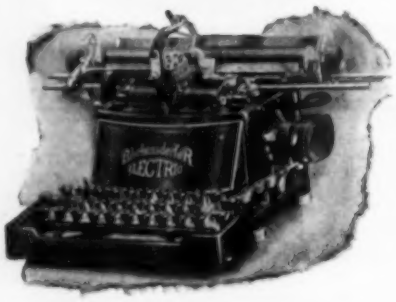
FOX TYPEWRITER CO. BUILD A WAREHOUSE.

The Fox Typewriter Co. has begun work on a warehouse along the river front, and in the rear of the main plant between Fourth and Fifth streets. The building is to be two stories in height, of brick and 50 x 80 feet. It will cost $3,200 and is to be completed in February. It is to provide additional storage facilities for the company.

BLICKENSDERFER ELECTRIC TYPEWRITER

Visible Writing
Unlimited Speed

Automatic Printing
Automatic Key Release
Automatic Line Spacing
Automatic Control of Carriage
Automatic Tabulating
Automatic Margin Lock
Automatic Increase of Power for Manifolding
Strength and Durability



Permanent Alignment
Back Spacer
Decimal Tabulator
Uniform Impression
Free Carriage
Direct Inking
Interchangeable Type
Beauty of Work
Light Touch
Interchangeable Carriages (any length)

An Entirely Automatic Typewriter. Catalogue upon request.

The Blickensderfer Manufacturing Company

Executive Office and Factory, Stamford, Conn.

New York, 240 Broadway. **Philadelphia, Pa., 709 Chestnut Street.** **Chicago, Ill., 277 & 279 Dearborn Street.**

and assumes full charge of this gigantic organization, with liberty to exercise his power without consulting others interested in the corporation, and to carry out plans of his own origin for the betterment of the concern.

The N. C. R. Company is capitalized at $5,000,000.

Robert Patterson, who has acted in the capacity of vice-president, has resigned and will go into business for himself.

Hugh Chalmers will continue to be Mr. Patterson's first aide, and E. A. Deeds will act as superintendent. The office of vice-president will remain vacant for some time.

Much attention will be given to a more economical system at the N. C. R. plant, and Mr. Patterson, assisted by Messrs. Chalmers and Deeds, is directing their interests toward economy.

DETROIT, MICH.

William McFarland, associated in the manufacture of the new "Wales" visible adding machine, is one of the original builders of the "Burroughs" machine, or rather, assembled some of the first machines manufactured by the Burroughs company.

* * *

Reports from the offices of the Burroughs Adding Machine Co. indicate that they are enjoying some of the largest volume of business in their history, and it is now only a question of supply, as with many other office appliance manufacturers.

* * *

The Burroughs company had instituted a very clever piece of advertising—and we call it advertising, for although it is a "house sheet," it produces more business—in the shape of a Daily Sales Bulletin, in which the pictures of the three leading salesmen for the day appear, together with a record of the entire organization. Of course, the day's record does not show the complete results of any one representative, but the incentive this sheet produces among the salesmen to keep even their "daily averages" at the highest point is well apparent.

GREENSBORO, N. C.

Mathews & Son have been appointed agents for North Carolina for the Standard Adding Machine, and will probably make Greensboro their headquarters.

JERSEY CITY, N. J.

Fire starting in the factory of the Keuffel & Esser's mathematical instrument factory, at 31 Jefferson street, spread to an adjoining building and caused damage to the amount of $100,000.

MICHIGAN CITY, IND.

Plans are being arranged so that the employes of the National Cash Register Co. will hold their next annual outing at Zorn Park, Michigan City.

About 3,000 hands enjoy these outings, and last year spent over $21,000 for supplies, so that the various pleasure parks in this territory are all anxious to secure the privilege of entertaining this organization.

NEW YORK CITY, N. Y.

The Union Cash Register Co., of New York City, makers of the Union Cash Register, are reporting very excellent business for their goods, both in this and foreign countries.

This company is about to enlarge its plant at Trenton, N. J., as stated elsewhere.

* * *

Bank clerks, members of the Brooklyn Institute of Bank Clerks, and representing ten different banks, engaged recently in a contest with adding machines. The listing of 500 checks was contested by many and won by J. Brock, Jr., of the Nassau National Bank, who was the only man securing the right total in 13:35.

PORTLAND, ORE.

G. R. Andrews, northwestern manager for the Burroughs Adding Machine Co., has recently opened offices in the Canterbury Building, for the sale of that machine, bringing with him a "mechanical department" from the factory for the care of the large number of "Burroughs" already in the field.

Mr. Andrews is well known in the adding machine and banking circles, having been a banker himself in St. Louis.

RICHMOND, VA.

Chamblin & Morrissette have been appointed the local agents of the Standard Adding Machine in this city.

SYRACUSE, N. Y.

Both the Syracuse Time Recorder and the Dey Time Register Co. have undergone reorganization during the past thirty days, details of which are given in two separate statements elsewhere.

ST. LOUIS, MO.

The Adding Typewriter Co., a corporation recently organized in this city, will hold a meeting of the stockholders January 8th, at the office of the company, for the purpose of considering the issue of bonds to the amount of $100,000, and the sale of their foreign patents for the same machine.

* * *

E. J. Gantz, formerly looking after the sale of the Standard Adding Machine in Milwaukee, has been appointed sales manager for the company, with offices in St. Louis. This is a new and special department, recently created with this organization, and which Mr. Gantz is amply able to fill, both from his general executive ability and his experience in the field.

* * *

Warren L. Hoagland, Jr., the genial chief clerk for the Universal Adding Machine Co., in their St. Louis plant, recently entertained the writer with a visit through their manufacturing rooms. Indications were that this company is not excepted in the general troubles of manufacturers in supplying the demand.

* * *

The Cram Writing Machine Co., in producing their typewriter as an attachment for the Burroughs Adding Machine, are preparing for a large and extensive business, and with their recently acquired capital, financial backing, and with their various models of typewriters, to be made in a new plant of their own, there should be much activity in this company. It will be many months, though, before regular orders can be filled, outside of the machine shown in this issue.

* * *

As clever a bit of advertising literature as has come to our offices in a long time is a series of four circulars, printed in red and black on light green paper, and prepared by J. A. Richards, of New York, for the Universal Adding Machine Co., of St. Louis. The various mathematical accomplishments of the Universal, addition, multiplication, subtraction and division are designated on each circular by a heavily printed red sign, + for addition, — for subtraction, etc. Mr. Richards has also prepared a number of other splendid booklets for the company.

* * *

The Ellis Adding Typewriter Co., of St. Louis, as mentioned in our last month's issue, is incorporated for $800,000, with $150,000 subscribed.

This machine is being perfected in the East, and the necessary tools for its manufacture rapidly being completed.

About March or April, we hope to disclose full details as to both the machine and the plans of the company.

* * *

The Universal Adding Machine Company, with general offices in St. Louis, now have the following agencies:

Baltimore, Md., 328 N. Charles street.
Birmingham, Ala., 210 Chalifoux Bldg.
Chattanooga, Tenn., 805 Market street.
Chicago, Ill., 218 La Salle street.
Cincinnati, O., 422 Union Trust Bldg.
Cleveland, O., 610 Citizens Bldg.
Dallas, Tex., 285 Main street.
Detroit, Mich., 715 Majestic Bldg.
Indianapolis, Ind., 927 State Life Bldg.
Kansas City, Mo., 708 Shukert Bldg.
New York City, N. Y., 200 Broadway.
St. Louis, Mo., 626 Missouri Trust Bldg.
San Francisco, Cal., 440 Sheldon Bldg.
Sioux Falls, S. D., and other cities.

New agencies are being established right along, and the demand for this machine is taxing the factory capacity to the limit.

ONE REASON WHY OVER 20,000

Card Index Addressographs

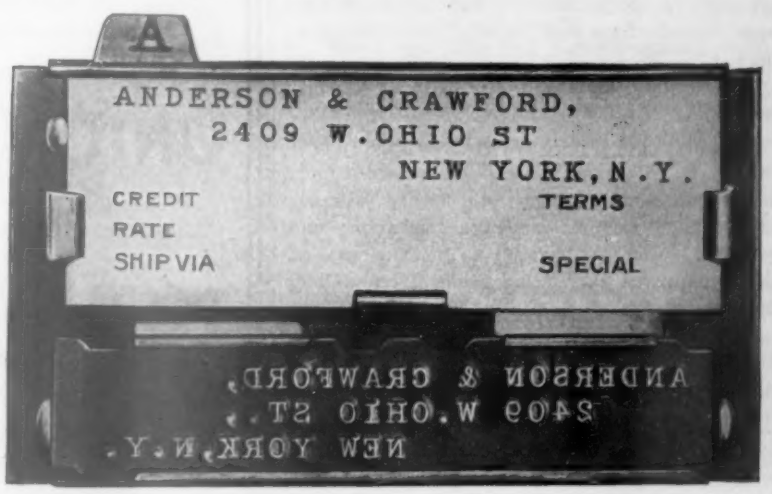
ARE IN USE IS THAT THEY

ADDRESS 3,000 Envelopes, Tags, Statements, Wrappers, etc. PER HOUR

At a Cost of ONLY 3c per 1,000

AND THAT IS ONLY ONE REASON WHY

This Address is printed on a removable card, has room for rating, terms, etc. Cost of change in address, 1 cent. It was printed by this metal Printing Plate with typewriter face.



Cut shows exact size of Combination Reference Card and Metal Printing Plate

IT IS A COMPLETE CARD INDEX AND ADDRESSING MACHINE COMBINED

METAL PRINTING PLATES

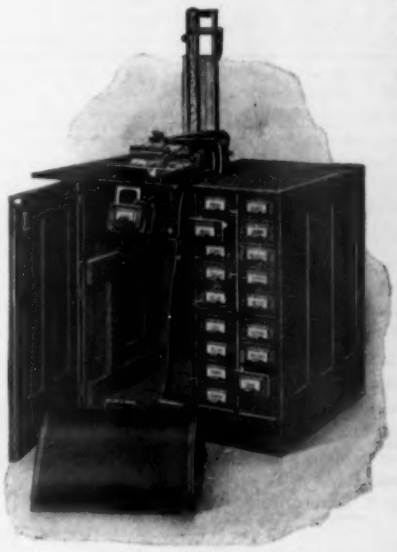
COST 1¢ EACH

Names can be read at printing point and skipped when desired.

Made of metal and are indestructible. Have tabs or guides for subdivisions.

Prints facsimile of best typewriting

Write for Catalog O



Addressograph Company

232 Van Buren Street CHICAGO

A typewriter man today may be an adding machine representative tomorrow.

LEWIS

Is my name

W. Cary Lewis

and I study carbonized paper facts precisely as bankers study stocks or bonds. I'm the only man West of New York who deals exclusively in carbonized papers.

It costs money to advertise, and if I wasn't "making good" could I afford a full column in this paper instead of the half column I have been running?

It pays for only one reason,

Here it is:

I said I could put dealers or users of carbon paper "wise" to information about carbonized papers which would surprise them; which they probably did not know existed; helpful information; and prove they were not making as much money on carbon paper as they could make after talking with me.

I am surprised at the number of people who answered my advertisement, and proved their interest.

Were they interested?

Certainly. I received replies from all over the United States, England, Germany, Switzerland, South Africa—even South America.

Doesn't that show interest?

That isn't all.

Some no doubt thought I was "bluffing," but said to themselves, "it can't hurt any to find out what Lewis has to say."

So they wrote. I answered. Today most of them are doing business with me.

Why? Because I have been the means of putting more money into their pants pockets on carbon paper sales.

I ask no one to take my mere statement for this fact, but when you investigate my plan at a cost of a two-cent stamp and hear what I say—then, if there's nothing in my proposition for you I don't expect consideration for a minute. I know carbon paper dealers well enough to know this: if I can show them how to make more money because of the knowledge of conditions of which I am informed; if I can show them how to handle better goods than can be found anywhere else; if I can help them tie their trade closer and lessen competition, then I do expect them to do business with me.

A lot of readers of OFFICE APPLIANCES wrote and demonstrated their interest in my proposition. If you will spend two cents and a minute of time, I know I can make 75 cents for you in the future where you make 50 or 60 now on carbons.

I don't know everything under the sun, but I do know the carbon paper business. That's all I do from morning to night, twelve months a year.

I find it pays to specialize.

Won't you write and ask me?

W. CARY LEWIS,
21 Quincy Street,
Chicago.

Can you sell goods?

Isn't it easy to sell an article which is absolutely necessary in every business all over the whole world?

What do men guard

with more zeal and care than money? What do they work for with greater diligence? This is true

All over the world

and we want men in every city, in every **land on the globe** where men use money to sell the

UNION CASH

"For the Moneys of all Nations"

REGISTER—

It offers a wonderful field of opportunity and remuneration to men who can sell goods.

IN EVERY NATION

the **Union** can be sold. It has a unique keyboard—releasable, locked, compact, quick. Is automatic, instantly reset, simple to operate, requires only a quarter turn of crank.

Strong patents protect both it and the user.

AGENTS We want you—everywhere. A good chance for live men.

Address

UNION COMPUTING MACHINE CO.

1-3 Union Square, W. New York

WITH THE LOOSE LEAF LEDGER AND BINDER FIRMS.

The trade in loose leaf goods is in receipt of a circular signed by the following eastern houses and reading thus:

"Owing to the advance in the cost of raw materials and further change of the market expected, we, the undersigned, hereby withdraw all prices and terms.

"Revised quotations will be furnished as quickly as possible on application.

"Boorum & Pease Company, Kiggins & Tooker Company, National Blank Book Company, Roaring Springs Blank Book Company, J. E. Shaw Blank Book Company, S. E. & M. Nernon."

To what extent prices are to be increased has not been definitely ascertained. It is also denied that aside from agreeing to stand together on this increase in price, owing to the increased cost of raw material, there is no thought of forming a trust or combination.

CHICAGO, ILL.

The firm of Wetzel & Houghton, of 41 State street, Chicago, was dissolved January 1, 1906. Besides being general systematizers, they were the Chicago depot for the line of Wabash cabinets.

No plans are as yet announced by either member of the old firm for the future.

CINCINNATI, OHIO.

It is stated that positive evidence has reached the Twin Lock Company, Cincinnati, Ohio, that the metal parts of loose-leaf binders that infringe the Twin Lock patents are being sold separately on the market. This has led the company to issue a warning, which, in part, reads as follows: "We caution everyone against purchase of these parts, the assembling of such parts making you as liable to damages as though the spurious binders were sold to you set up complete. Do not be deceived or misled by offers, particularly those from this city. Our products are all fully covered by patents, applications for patents or patents pending, and our rights will be protected by determined and quick prosecution of any infringements."

KANSAS CITY, MO.

Out in Kansas City the Irving-Pitt Mfg. Co. are putting out a line of loose leaf books which for strength, simplicity and appearance deserve special mention. The line includes price books, binders, stock books, and loose leaf ledgers, journals, and a complete line of accounting books. These are handsomely illustrated and accurately described in a neatly-arranged and well-printed 16-page catalog, upon the front of which is left a space in which they print the names of their local dealers to whom these books are furnished, so that they may be distributed throughout their surrounding country. Features of the "I-P" binder are that the leaves are not creased, consequently leave a perfectly flat writing surface from edge to edge, and sheets containing dead matter are instantly removed. These binders are made in a great variety of sizes and styles, and are illustrated in another section of this issue in part.

By a single pull or push on any of the three rings all of the rings instantly open or close.

In addition to their splendid line of binders the "I-P" Adjustable punch is also illustrated in their catalog. This is one of the cleverest all-around adjustable punches which has ever been offered to the trade at a reasonable price, and that it is appreciated is amply proven by the great popularity which this punch enjoys all over the country.

NEW YORK CITY, N. Y.

A new loose leaf device salesroom has been opened at 95 Duane street, New York, by the Twin Lock Company, of Cincinnati. They will display a complete line of loose leaf specialties here, such as ledgers, trial balances, price books, time and pay roll books, sectional post binders, sheet holders, invoice books, and, in fact, a most complete line of all the various loose leaf devices that are made. Mr. Charles C. Maltby is now on from Cincinnati to see the new branch well launched, and H. C. Sterling, formerly with Sieber & Trussell, is manager of the new house.

R. PARKER DRAKE MOVES.

Mr. R. Parker Drake, who has been for some years and until recently acting field manager for the Densmore Typewriter Company, operating from New York City, on the first of the year assumed his new duties as General Road Manager of the Sun Typewriter Company, who maintain a New York office at 239 Broadway. The Sun Company are now manufacturing two visible front stroke typewriters, one retailing at $40 and the other at $75, both of which have many unique features.

R. P. DRAKE.

Mr. Drake is very enthusiastic over the merits of "his two Suns," and advises us that there will be plenty of room for hustlers in the new organization.

With Mr. Drake's knowledge of the conditions covering the typewriter trade throughout the United States, and his popularity among the trade, the Sun company should feel fortunate in securing such an enthusiastic hustler for its staff.

ADDING MACHINE SPEED CONTESTS.

Lad of 18 the Fastest Adder.

Harry Reynolds, 18 years old, employed at the First National bank, won the contest for speed and acucracy on an adding machine before the Chicago chapter of the American Institute of Bank Clerks Dec. 6, defeating E. D. McCullough, the American Trust and Savings bank clerk, who won the championship at Madison Square Garden, New York city, three weeks ago. The contest was held in the assembly hall of the Northwestern University building. The prizes were $25, $15 and $10.

Reynolds was first with a record of 11:31⅕ for 500 checks, being 10 cents "out." With the same number of checks McCullough was second, time 11:35⅖, 50 cents "out." Charles Novak of the Corn Exchange National bank was third, time 14:46, absolutely accurate.

In a special contest on the electrical instead of the hand-lever machine McCullough won with a record of 10:37⅖, against Frederick J. Vieth of the Federal National bank, whose time was 12:49. The cash prizes for this contest were $15 and $10. The last contest was the listing and correct footing of 200 checks. Frank Spiegler of the Corn Exchange National bank won the first prize of $7 and his brother, William W. Spiegler of the same bank won the second prize of $3.

BANK CLERKS MAKE PROTEST.

Dissension has arisen in the ranks of the Chicago chapter of the American Institute of Bank Clerks, as a result of the adding machine contest held last week.

Fifty members of the institute, who are employes of the Corn Exchange National bank, allege that Charles Novak, the representative of that bank, was discriminated against by the judges in favor of Harry Reynolds, of the First National bank, who secured first prize.

Novak's list was absolutely correct, they assert, yet he received third prize, his time being 3 minutes 15⅕ seconds slower than Reynolds, who had an error of 10 cents, and 3 minutes 11 seconds slower than E. D. McCullough, who, although making an error of 50 cents, received second prize. Novak refused to take the third prize.

Fred A. Crandall, president of the institute, said the protest would be considered at a special meeting of the executive committee of the institute the following Wednesday.

The executive committee at a special meeting "decided to sustain the decision of the judges."

...Write to...

A. W. HEWETT

And learn about the
TYPEWRITER

As Applied to Modern Accounting, Billing Systems, Book Typewriting Methods, Systemizing and Auditing

TYPEWRITER INVENTIONS DEVELOPED

PATENTS *Secured and Marketed*

I Have

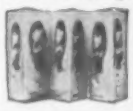
Exceptional Facilities for Interesting Capital and Promoting New Enterprises. It will pay you to write to

Room 30
265 Broadway
New York

Spurgin says-

"Something Better."

The well-known Spurgin Index for correspondence, as improved, under the name **Spurgin's Double-Quick Index** is decidedly "something better" for *quick-finding*—and cheaper, too. Costs you nothing—would *pay* you—to get description and sample. Made only by **Spurgin Manufg. Co.,** (Inc.). **Chicago.** Makers of the "SOMETHING BETTER" Line Modern Office Devices. Write for catalog.



Papa's Boy A remarkable series of six striking photo views of a bright 5-year old in different moods, with titles—"Ouch," "Hello, Papa," etc. Size 4x15, suited to framing, pleases all. Sent postpaid for 4 cents (stamps); three, 10 cents.

C. S. PIKE.

This is a picture of Charles Sumner Pike, erstwhile western manager of the Outlook Magazine, poet, dramatic critic, college and clubman and an all around good fellow, but now one of the force of Burroughs Adding Machine salesmen—and, according to the December Bulletin, one of the top notchers. "Charlie" Pike, as the boys in the publishing field know him, is bound to win out wherever he goes, for his pleasing and genial personality commands instant recognition. "Why shouldn't I make this business a go?" asks Mr. Pike. "I sold advertising space, and I felt that a man who could do that ought to be able to make at least some sort of a creditable record selling something you can actually see and feel."

C. S. PIKE.

When Mr. Pike left the advertising field the boys sang,

"So long, Charlie, don't forget to come back soon," but he steadfastly affirms that "you can't coax me."

WOODRUFF RETURNS TO BROOKLYN.

According to a dispatch published in the Syracuse "Post-Standard" of December 27th, Ex-Lieutenant-Governor Timothy L. Woodruff, president of the Smith-Premier Typewriter Co., is to leave Syracuse and return to Brooklyn to live permanently, within the next two months. In the meantime he is to spend a portion of each week in the typewriter city.

This report is denied by officials of the company.

It is claimed that the Woodruff house, on Eighth avenue, in Brooklyn, is being renovated and will be in shape when Mrs. Woodruff reaches Brooklyn about March 1st.

The reason given for Mr. Woodruff returning is that the business which has absorbed so much of his time in Syracuse for a year or more is said to be now in such shape that he feels his immediate presence is no longer necessary for its proper management.

STEEL FURNITURE.

The use of steel furniture in office and public buildings is becoming general throughout the country. In the new Hall of Records, in Brooklyn, N. Y., all the furniture, both stationary and movable, which is being put into this building is of the latest and most approved type of steel construction and consists of enclosed, adjustable roller book shelves with steel curtains, both duplex and simplex type document files, legal blank drawers, wardrobes, cupboards, etc. There is also in this contract nearly 2,000 feet of steel counters and partitions. The table tops, counters, etc., have quartered oak tops, finished the same as the rooms of the building. The furniture is enameled a dark olive green, is handsome in appearance, and the important feature of construction is not excelled by any foreign contract.

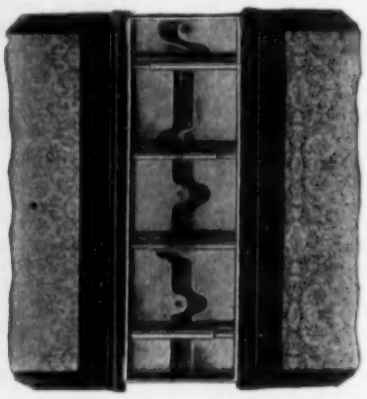
DIAMOND POINT FOUNTAIN PENS

Largest Manufacturers of Popular Price Fountain Pens in the United States
Send for illustrated price list of 14-Kt. Gold Fountain Pens and full line popular price PREMIUM PENS
DIAMOND POINT PEN CO., - - - - 100-102 Beekman Street, NEW YORK

A PROGRESSIVE COMPANY.

About ten years ago C. E. Sheppard started in the loose leaf business as part owner of the Krag Mfg. Co., who controlled the Tengwall patents. These patents suddenly leaped into popular favor, and Mr. Sheppard was convinced of a tremendous future in the loose leaf industry. He gave up a paying position in Chicago, and applied his entire time to the promoting of loose leaf goods. Spending a few years in the western end of the business, he secured the eastern selling agency, opening offices in New York in 1900. By way of encouragement to himself he took an initial order of 100 loose leaf ledgers and 100,000 sheets, and having thus patted himself on the back he soon realized it might be advisable to establish a factory in the east. Being active as well as a man of ideas, this soon was accomplished, after having secured manufacturing privileges from the parent company.

In 1902 the eastern and western offices consolidated, so the business might be conducted under one name, the Tengwall Company. Mr. Sheppard covered the eastern section and opened



branch office in the larger southern and eastern cities until he had covered about one-half of this country.

In 1904, when the Tengwall patents expired in Sweden and in this country, he resigned as president of the Tengwall Company in New York, reviving the C. E. Sheppard Co., retaining all his experienced associates and gradually improving the Tengwall bindery.

In addition to his loose leaf business Mr. Sheppard has become an advocate of steel furniture, having the eastern agency for the Krag Imperial line of steel files and filing devices.

During the Office Appliance Show in New York he occupied one of the largest exhibits and made a splendid display of his entire line.

The recently adopted trade mark of the company is reproduced herewith. Mr. Sheppard is authority for the statement that, "Whenever you see this trade mark on an article in the office appliance line you can bet your last dollar that it is an article of merit, because I never take up anything unless I am absolutely convinced that it is the best on the market for the money."

An adding machine man today may represent a typewriter company next year.

A SHAKE-UP AT DAYTON.

We are sorry to advise of a reported shake-up at the National Cash Register plant, and rumors of more resignations are rife.

Robert Patterson, vice-president, in charge of the foreign interests of the company, has resigned, according to reports, and sold his stock, entirely severing his connection with the company. E. D. Gibbs, foreign advertising manager at London, has resigned, and, it is said, he will become advertising manager of another cash register company, which will begin business in Chicago this year. Other changes which are said to have occurred are:

D. V. Casey and M. Hallowell, of the publication department, resigned, the former to write a book, the latter going to the Sheldon School.

F. H. Bickford, chairman of the factory committee, has, if rumors are true, been superseded by E. A. Deeds, formerly assistant general manager, who now becomes superintendent, Bickford dropping to supervisor of assembling.

N. S. Clunet, of the factory committee, has resigned, according to reports, being superseded by F. P. Sager. R. P. Honk, head of the complaints and suggestions department, resigns to take a sales agency, and is succeeded by A. J. Lanner, formerly head of the future demands and improvement committee and once acting general manager. He is succeeded by W. H. Muzzy. Sherman Lane, paymaster, has resigned. L. D. Baker, head of the collection department, and his former assistant, M. D. Wood, have formed a law partnership.

H. E. Sweeney, head of the supply department, is succeeded, it is said, by D. J. Kilbourne. Louis Morpugo has taken the place of E. A. Wahrer, the steward and head of the domestic economy department.

H. A. Marman, head of the employment department, has left. D. V. Rowe has resigned as assistant head of the foreign department.

There is also to be a big shake-up, it is said, in the selling force, as a number of new men have just finished a six weeks' course at the factory school for salesmen and will take the place of men who have not been selling their quota of registers.

CENSUS GATHERERS.

According to the daily press of Providence, R. I., "a mild-mannered individual" is going the rounds of the commercial houses of that city "taking a census of typewriters." The usual address is "I am taking a census of typewriters. Please tell me what machines you use? How many? Class of work done? Brand of ribbon used? Brand of carbon used?" etc.

The questions are usually answered, as these fellows appear to follow the same order as census takers for population and directories, but as the data is collected for purely personal information, for either the party asking the questions or for his house for whom he works, so that they may be able to dun them with letters and data concerning contrary goods, the goodness of the "census" is lost.

Typewriter, adding machine and other office appliance companies should not allow their employes to misrepresent them in this manner. We know of several salesmen who at former times have boasted of the amount of information they were able to secure on such a "stunt."

We hardly think this man could very soon return to the same office and secure the business covering any great period of time, and a man not so settled, is worse than none.

HAVE YOU MONEY IN THE BANK?

$500, $1000, $5000 OR MORE
DRAWING 3% INTEREST?

Do you want to invest it in a proposition as sound as a government bond, and *sure to pay double savings bank interest,* likely 10 to 15 times as much.

If you have, write me and learn what I have to offer. That won't cost you but a stamp. It may mean quite a bit to you.

Don't say people who invested money in some of our office appliance companies in the early days and who are now receiving dividends of 10 to 100% were "lucky." The difference between these people and a good many others is that they took a chance, while the others didn't.

And yet—there is little "chance" taking now-a-day if you put money in a good office appliance—no more, in fact, than in real estate—not half so much as in bonds or stocks.

Will you let me hear from you? Address

D. B. BAYLEIS, CARE OFFICE APPLIANCES
1322 The Republic Building
CHICAGO

ELECTED OFFICERS OF THE NATIONAL COMMERCIAL TEACHERS' FEDERATION.

At the tenth annual convention of the National Commercial Teachers' Federation, held in Chicago December 26 to 29, A. C. VanSant of Omaha,

A. C. VANSANT.

Neb., was elected president, and L. A. Arnold of Denver elected vice-president.

The meeting was the most successful in the history of the organization.

The next annual meet will take place in Cleveland at the Spencerian Business College.

L. A. ARNOLD.

In conjunction with the convention a display of modern office appliances was given by thirty exhibitors, comprising adding machines, typewriters, specialties, supplies and publications.

OUR FRONTISPIECE

A. B. DICK.

Is there a commercial center anywhere in the world that does not boast of possessing some of those very handy and valuable office appliances manufactured by the A. B. Dick Company, of Chicago? We doubt it.

The Edison Mimeograph, the Diaphram Mimeograph, the Rotary Mimeograph, and their supplies, as manufactured by the Dick company have been placed before almost every user of the typewriter the world over, besides the thousands of users of these goods who do not even use the popular writing machine.

An office supply dealer or office appliance agent who was fortunate enough in securing the "Mimeograph" agency has always reaped considerable business for the line and enjoyed a handsome profit for himself.

With the popularity of these very useful duplicating devices, and the universally known house of the A. B. Dick Company, one might suppose the head of this great house to be known to its representatives and the trade at large.

Such is not the case.

We doubt whether there has ever before, in any manner, appeared a picture of the president of this company, Mr. A. B. Dick, and it is therefore with more than ordinary pleasure that we show for the first time, the picture of the man who organized this great industry and brought it to its present magnitude.

In the year 1887, the "Edison Mimeograph" was first placed on the market, beginning in a small way, until today the company possesses one of the largest factories in the country devoted solely to the manufacture of modern office devices.

The company maintains very few offices of its own, but allows the office appliance dealers throughout the world to reap a benefit from the sale of its goods, having hundreds of agencies scattered throughout this and foreign countries.

NATIONAL CASH REGISTER COMPANY INSTALLS STORE SYSTEM FOR SALESMEN.

The installation of a complete store system as an adjunct of the salesmen's school at the factory, is the step the National Cash Register Company has taken in order to increase the efficiency of its selling force. The decision will effect the elaboration of the present small store, use of which has been made for some years past.

The new store will open right off the salesmen's school, and everything taking place in it will be as evident to the eye of each student salesman as the workings of the drama are to the orchestra-seated theatre-goer. It will be so arranged that it can be rapidly changed into one of four different kinds of stores. It can be a grocery store, a dry goods store, a hardware store or a men's furnishing store. The mechanism of the shelves and the arrangement of the goods will be such that the various kinds of commercial concerns can be presented just as scenes are shifted on the stage.

Like any other store, this make believe concern will have a street entrance, display windows and decorative features. It will have a proprietor and a number of clerks. It will have a cashier and a cash system. Also it will have customers.

The customers will come into the store and make purchases. All of this will be recorded according to the store's system. Then a Cash Register salesman will come into the store and attempt to sell the proprietor a machine. His part in the attempted bargain, together with the demonstration he makes will furnish the lesson for the prospective salesmen of the school.

The object of the store, of course, is to give the salesmen as wide a knowledge of stores and store systems as possible, to increase their knowledge of cash registers, and hence to enlarge their selling ability. The store is expected to furnish great results, both for the Cash Register Company and the salesmen it employes.

DEY COMPANY REORGANIZE.

For the purpose of reorganizing the Dey Time Register Co., which has a new factory in South West street and employs about 100 men, an issue of $300,000 worth of bonds has been made and Robert Dey, of Dey Brothers, is made trustee.

The bonds are largely taken by New York capitalists, whom Charles H. Warfield represents as secretary, treasurer and general manager of the reorganized company. Mr. Warfield's brother, Frederick P. Warfield, of the firm of Warfield & Duell, patent attorneys of New York, is temporary president for the purpose of reorganization, but John Dey, who has been the active manager since the company was incorporated in October, 1903, will later become president.

Charles H. Warfield will live here and will move his family here about February 1st. F. P. Warfield will remain in New York.

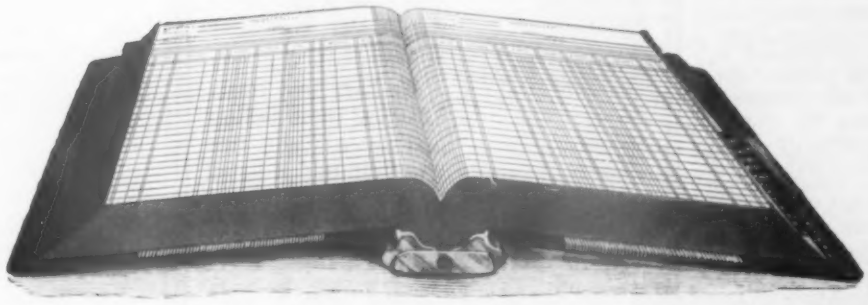
According to the trust agreement, which was filed yesterday afternoon by Cregg, Hayden & Cregg, there are 600 registered bonds, bearing interest at 5 per cent and maturing on December 1st, 1925. The proceeds of these bonds will be used for the enlargement and improvement of the company's business. Mr. Warfield said this morning that so soon as practicable improvements would be made and the business enlarged.

The company has $300,000 capital stock. John, Robert and Alexander Dey have been the men chiefly interested in it. John Dey, however, seeks relief from the details of the business and will remain only as the nominal head.

Both Mr. Warfield and his brother are graduates of Hamilton college, where each was the valedictorian of his class. Mr. Warfield taught for several years, resigning from the superintendency of schools in Little Falls to become vice-president of the American Mutoscope and Biograph Co., of New York, of which Harry N. Marvin, formerly of Canastota and a graduate of Syracuse university, in 1883, is president. Fred Ackerman, of this city, traveled in the Far East for this concern, from which Mr. Warfield retired last January.

They Don't Make Better Loose Leaf Ledgers Than

THE MAJESTIC



THE HIGHEST TYPE OF LOOSE LEAF DEVICE.

A special arrangement of the mechanism in the MAJESTIC secures the GREATEST POWER in binding the sheets and the GREATEST SPEED in expanding where the least power is needed. There is no other Ledger made HAVING this meritorious feature.

WRITE FOR 48 PAGE CATALOG

SIEBER & TRUSSELL MFG. CO.

4003 LACLEDE AVE., *ST. LOUIS*

AMERICAN OFFICE APPLIANCES IN UNKNOWN EUROPE.

BY FELIX J. KOCH.

The manufacturers of Office Appliances, including the adding-machine, cash-register and typewriter, are continually sending their representatives to the four corners of the earth, and in time, no doubt, all the known countries will be represented by the producers of modern devices for the office.

The travels of one who has visited some of the lesser known countries of the Eastern Hemisphere reveals the following:

* * *

On all the east coast of the Adriatic, in Istria, Dalmatia and in the Montenegros, the writing and adding machine does not once obtrude on the traveler's attention. If there are any of these instruments, they are not much used, and even then the need for them is hardly apparent.

* * *

At Fiume, the seaport of Hungary, in the railway depot, the advertisements of American typewriters are numerous.

Over Europe the typewriter is handicapped by reason of the fact that in most cities, anywhere from three to five languages, each with its own alphabet, are currently used. In the German provinces, the Latin alphabet is equally necessary as the Teuton, and in the Croat, the Latin alone must be supplemented by the official Teuton. So, farther east, Turkish and French characters, as well as the Cyrillic, would have to be embraced on one machine, or else a man have a machine of each language to reach only his regular customers in correspondence, not to mention those of adjoining countries.

It is this necessity and requirement that has made so popular the use of those machines that allow a change in characters as secured through the use of interchangeable "type-wheels."

* * *

At Somobor, in Croatia, a little hamlet, an American cash register, bearing a Dayton, Ohio, firm's name, is in use.

* * *

At Budapest, the capital of Hungary, there are the agencies of four American typewriter concerns, as well as one cash register agency.

* * *

At Bucharest, the capital of Roumania, signs of American typewriters are numerous.

* * *

At Belgrade, the capital of Servia, an American typewriter clicks in the office of an American insurance agency, within a stone's throw of where one of the Serb kings was assassinated.

* * *

For the same reason that typewriters are, with difficulty, placed in southeastern Europe, stenography becomes a different matter, and as *haste* is practically unknown, the need for such a science is wanting. In fact, a correspondent taking notes as he goes along, and this without glancing at his paper, as one becomes accustomed to doing, always attracts a crowd of the curious, who follow him along until the police are attracted, and not unfrequently take the man for a spy, until his credentials serve to clear him.

Not even in Budapest is there any haste among the newspaper men, all of whom receive practically the same news from the police, and share other information among themselves, so that the necessity for stenographic notes or dictation does not exist.

A NEW WINDOW DISPLAY.

The Underwood Typewriter Co., at their New York office, have for over a year displayed a typewriter perched upon a neat table or box, and in such a manner that observers thought there was no connection between the typewriter and any other portion of the building. As a matter of fact, the machine was operated from beneath, in the basement, with wire connections, but these wires were concealed in such a manner that they could not be seen.

The company have now a new one. An electrical machine, which is suspended by two silk cords, on a board, with no other visible paraphernalia, and one can see under and all around the machine, to the wonder of an admiring crowd. It works like a charm.

The

American Telephone Holder

for **95c**

Made in two Finishes—
Nickel and Oxidized.
You may have your selection.

In order to bring our line of office helps to the attention of business men we have decided to sell 5,000 of the celebrated **American Telephone Holders** at the extremely low price of **95 cents each,** thus saving you **$1.55 on each holder you buy.**

The **American Telephone Holder** is without doubt the most up-to-date and practical device for holding the portable telephone instrument ever presented to the American business man, a fact that is certainly demonstrated by the large number in daily use by representative American business establishments.

This is not the stereotyped Bargain Sale, where you get a lot of old shopworn stock at a slightly reduced price. The case is just as we state. **Our Reputation is Back of It.**

We Have Sold THOUSANDS of these Devices and not a Single One was Ever Sold at Retail for less than $2.50.

To show our good faith in the matter **we will refund every cent of your money if you are not Satisfied with the devices in every Detail. Could anything be fairer? How many do you want?**

BETTER WRITE AT ONCE, 5000 HOLDERS WILL NOT LAST FOREVER!

Our Booklet of "Office Helps" is interesting. Let us send you a copy.

AMERICAN BOOK BRACKET CO.

Modern Office Appliances

General Offices:

Suite 945, Drexel Building Philadelphia

GENERAL NOTES.

H. A. Cochrane, the well-known secretary of the National Business Show Co., promoters of the New York and Chicago Office Appliance and Business System Shows, was operated upon recently for appendicitis. He is now improving, but it will be probably February 1st before he will return to active work with his hustling partner, F. W. Payne.

* * *

The far west is beginning to manufacture office appliances.

* * *

C. C. Smith, of Exeter, Neb., has not only let the commercial world know, through his advertising, that he makes a splendid adjustable tag, but that there is such a place in the United States as Exeter.

* * *

Irving P. Fox, of Boston, is meeting with considerable success selling his Automatic Filing Band for tying packages, not only securely, but rapidly. In large offices, where documents are aimed to be kept together, this article finds a large field. It is illustrated in another part of this paper.

* * *

William Carpenter, formerly with the Rockwell-Rupel Co. and later connected with the Shaw-Walker Co. in the capacity of establishing agencies, is at present with the Wabash Cabinet Co., of Wabash, Ind., similarly engaged.

Mr. Carpenter has the acquaintance of the entire stationery and office supply dealers all over the country, and should prove valuable in his present position with the Wabash Co.

* * *

Out in Fort Scott, Kansas, there is manufactured a stenographic note book and pencil holder, which may be instantly attached to any note book. It is made by the J. H. James Mfg. Co.

This device has attached to it a pencil holder which enables stenographers always to put their hands on the pencil when it is wanted. Illustrated elsewhere.

* * *

In another section of this issue will be found an illustration of the "Phone-Eze" telephone bracket, which is equipped with a compensating spring, claimed as an exclusive feature by this device. The Fox-Borden Mfg. Co., of New York, are looking for agencies. They claim it to be the only bracket that will "stay put" at any angle, high or low, with the telephone receiver on or removed.

The bracket is easily attached, and is extended from 19 to 25 inches. It is beautifully constructed both in nickel and oxidized copper bronze finish.

This device should prove an excellent addition to an office appliance or stationery store.

* * *

W. O. Cullen Office Supply Co., at 920 Market street, Chattanooga, Tenn., suffered loss by fire during the fore part of December to the extent of about $10,000, besides a loss to the building occupied by them of $2,000. Insurance carried was only $8,300.

Just what started the fire cannot be ascertained.

* * *

DALLAS, the home of the DORSEY. Meaning the Dorsey Printing Co., of course, the largest and best equipped establishment of its kind in the South.

The Dorsey Printing Co. make a specialty of general commercial stationery, printing and lithographing, besides being general distributors for office furniture, typewriters and adding machines. The firm, which is an amalgamation of four others, has a capital of $500,000.

* * *

As is their usual custom, the S. T. Smith Co., well known as manufacturers of office supplies of all kinds, particularly typewriter carbons and ribbons, are sending out very handsome calendars, in a series of five, all of which are worthy of retaining.

* * *

The Spurgin Manufacturing Co., of Chicago, whose announcement appears in another section

of this issue, is making a hit with its "Something Better Line" of office time and labor-saving devices. A very unique poster, entitled "Papa's Boy," is well worth writing for, and of framing when received.

* * *

A. W. Shaw, editor of System, and a member of the Shaw-Walker Co., has returned to Chicago after an absence of several months, during which time he visited practically all the leading points of interest in that extremely interesting section of the world—the great West. This is probably the longest time Mr. Shaw has ever spent away from his business, and he began when he was very young indeed.

* * *

Once a man "gets stuck" he is particular not to have lightning strike in the same place again. Harry Hirshfield, manager of the Business Utilities Co., of New York City, was imposed upon by a big-hearted friend (?) who strolled into his office one day while he was out for a few minutes. His caller, having nothing to do, called up long distance and struck up a five-minute talk with a young lady in a city about 150 miles distant. The toll bill came to "Harry Hirshfield," and the result is a PHONE LOCK, advertised in another section of this magazine. Mr. Hirshfield has eliminated all possibility for a repetition of this trick. Nowadays one must lock up things that cost money, and 'phone users can certainly testify that a telephone improperly used is a luxury besides being a necessity.

* * *

"Crocker Quality" is a house organ issued monthly by the H. S. Crocker Co., of San Francisco, and when a house organ is gotten up in the splendid and interesting manner, as the specimens received by us, they are certain to produce results.

* * *

December System is dressed in a cover of new design, very attractive and very strong in its simplicity.

* * *

The Keiser Manufacturing Co., of West Reading, has commenced operations in its new plant at the western approach to the Penn street bridge.

The plant was erected for the purpose of manufacturing sheep shears and stamped steel furniture, although the latter branch of the business will not be gotten under way immediately, owing to the fact that machinery has only just arrived and a few weeks are necessary for its installation.

* * *

The Derby Desk Co., of Somerville, Mass. (near Boston), suffered loss by fire during the middle of December to the extent of $18,000. The building and contents, comprising desks ready for shipping, were burned. Covered by insurance.

* * *

The Derby Desk Co. will open a store in St. Louis for the sale of general office furniture and special interior wood work construction.

C. E. Temple, a gentleman who has had considerable experience in office appliance equipment, has been appointed manager of the store for the Southwest territory.

LARGE ORDER FOR TYPEWRITERS.

The Blickensderfer Mfg. Co., of Stamford, Conn., has just received a large order for its electrical typewriting machines from The Western Union Telegraph Co., which uses them in the new system it has devised for receiving and sending messages direct on the typewriter, and not by the sounder system, as heretofore. This system, with the Blickensderfer electrical machines, has been undergoing a very severe test for several months between New York and Chicago, and has handled from two to three times as many telegrams per day over a single wire as before, and all received printed on the telegraph blanks ready to deliver. This system, which has been in practical operation for nearly a year in some of their largest offices, bids fair to revolutionize the telegraph business.

An Agency that will Surely Pay You Big Money

Have you ever been bitten by the "get-rich-quick" agency proposition?

Have you ever worked yourself almost to death trying to make what was advertised as an easy (?) fortune?

Have you known of some one else who has, if you haven't, and are you afraid of every agency proposition advertised?

Then, we want to tell you something about agency propositions:

There are only two kinds—legitimate and illegitimate.

Pretty nearly everybody has had some experience with the illegitimate agency proposition—pretty nearly everybody has tried to make a success under impossible conditions—tried to sell goods that were not as represented, to people who didn't want them.

While few people have had an opportunity to secure a legitimate agency—

For legitimate agency propositions are so scarce—so eagerly sought after—so profitable to the agent—so *valuable* to the agent's customer—so respectable and dignified—that they are snapped up like hot cakes. An agency for

THE STANDARD VISIBLE WRITER

Is one of the very few legitimate agency propositions.

And these are the reasons why it *is* a legitimate agency proposition:

The Oliver will save its own cost in a year—in *saved time*.

Its exclusive mechanical construction insures *more* and *better* work in *less* time and at *less* mental and physical effort to the operator than any other typewriter.

Its Exclusiveness practically amounts to monopoly, and competition simply demonstrates the Oliver's superiority.

And the agent for the Oliver controls the sale of a typewriter the *user must* have, for the user knows he would *lose money* were he to buy any other typewriter.

Now there is good money in it for the agent of the Oliver.

You can easily add $300.00 a year to your regular salary, and it will only require part of your time each day at your convenience.

Many Oliver local agents make $300.00 a month—several have 10 to 15 assistants under them, and some of our highly salaried officials—managers, etc., were at one time local agents.

What these men have done you can do—for they didn't sell the Oliver because they were good fellows, but because the typewriter users recognized the enormous saving of the Oliver and could afford to buy *no other typewriter*.

We will give you our assistance—our knowledge of the typewriter situation—our analysis of all other typewriters to show you the superiority of the Oliver—the help of our traveling salesmen who will help you close a deal, if you want them, at our expense, not yours,—to insure your making big money.

The Clock strikes twelve once in every man's life—this may be the *opportunity* of *your* life. You can't afford to leave off deciding about this legitimate agency proposition—you must make up your mind now if you want to be a local agent for the Oliver—for some one else may get ahead of you and control the locality you should have.

Write us today—get all our information at the earliest possible moment—you can't get after this legitimate agency proposition too quickly—you can't start earning more money too soon. Address—

THE OLIVER TYPEWRITER CO., 400 Wabash Ave., Chicago

PRINCIPAL FOREIGN OFFICE—75 Queen Victoria St., London

Monarch Visible

All of the writing is visible and accessible all of the time

The typewriter of the present and of the future

Typewriter

The touch of the Monarch typebar—that is to say, the proper touch of the Monarch typebar, is the easiest touch of a typebar possible to any typewriter under the sun

THE TOUCH OF THE MONARCH TYPEWRITER.

You will get more work and better from your typewriter operators if you economize their vital force and their nervous energy.

No typewriter subject is more important than that of typewriter touch.

By typewriter touch we mean the greater or less amount of energy applied to the key to work its typebar to the printing point with sufficient force to print a letter. The old-fashioned typebar touch has been so much harder that operators who have been accustomed to use one of the machines of the past go to hammering on the Monarch in the same old way, little realizing that one-half of the energy will produce better results in the writing, besides saving their strength.

When the heavy hammering habit is once controlled, the Monarch becomes a delight, the work becomes easy and more work is no hardship.

How is the Monarch easy touch accomplished? The answer is the wide, pivotal, frictionless (patented) typebar bearings of the Monarch, never before possible on a front strike visible writing machine.

Elasticity is the word which best expresses the noticeable features of the Monarch typewriter touch. Why the very recoil seems to encourage the operator to do swifter and better work, so responsive are the keys to the slightest touch.

The touch of the Monarch typebar—that is to say, the proper touch of the Monarch typebar—is the easiest touch of a typebar possible to any typewriter under the sun.

Let's say it again in a different way: The touch of a Monarch typebar so greatly economizes the strength of the operator that he can do more work with less fatigue and with better results in writing than is possible with the use of any other typewriter.

THE GREAT ESSENTIALS.

The great essentials of a typewriter. What are they?

Touch the keys of a Monarch Visible, touch them lightly, and see how quick and easy the response.

The first essential of a typewriter is LIGHT TOUCH AND QUICK ACTION.

Now look at what you have written, and you see clear, sharp, full-faced letters.

The second essential of a typewriter is GOOD WORK, THAT IS GOOD TYPEWRITING.

But lo, and behold! You saw without looking. You lifted nothing, you shoved nothing, you simply saw every letter you had written. There are no bars nor rods to obstruct the vision.

The third essential of a typewriter is PERFECT VISIBILITY OF WRITING; PERFECT ACCESSIBILITY.

But you write more, you become familiar with the Monarch Visible, use its new devices, test its light touch, its quick action, its conveniences of operation and find it keeping pace with your thought and with the utmost dexterity of your hands.

The fourth essential of a typewriter is SPEED.

Satisfied with the working of the Monarch Visible, you begin to look into its mechanism, for you are familiar with typewriter construction. "What?" you say. "Why there are wide, frictionless pivotal bearings! They assure the Monarch the durability of the famous long-wearing, understroke machines, which years ago perfected this form of construction."

The fifth essential of a typewriter is DURABILITY.

You see at once why the Monarch Visible needs no guide at the printing point. Such well tested mechanism in the typebar bearings assures constant true alignment without other aid.

The sixth essential of a typewriter is CONTINUOUS TRUE ALIGNMENT OF WRITING.

The Monarch Typewriter Company

Factory and General Office, SYRACUSE, N. Y.

STUART G. SPEIR.

Schenectady, Dec. 8.—The death of Stuart G. Speir, the hardware merchant, caused sincere sorrow among the wide circle of acquaintances of this esteemed and successful business man. The manner of Mr. Speir's demise was particularly sad and pathetic as he took his own life while suffering from mental aberration brought on by poor health. For more than a month he had suffered from nervousness and about three weeks ago became prostrated. He partially recovered. He was being treated by an Albany physician and his relatives believed that he would eventually recover. Saturday and Sunday he seemed somewhat depressed, but Monday morning went to his store in the Edison Hotel Block, telling his wife when leaving home that he might go to Albany to see his son-in-law, F. W. Cameron. About 11 o'clock he told a salesman that he was going to Albany and taking a revolver from a drawer left the store. His son, William, a partner in the business, was in the store at the time but did not notice his father's departure. Mr. Speir went up to the hotel office and for about fifteen minutes conversed rationally and in good spirit with Mr. Brown, the proprietor, who at the end of the time was called away. Nothing farther was seen of Mr. Speir until perhaps twenty minutes later, when George Eggleston, a porter, entered

STUART G. SPEIR.

the sample room and there saw the merchant lying on the floor. He hurriedly summoned the day clerk. Dr. E. T. Rulison was entering the hotel at the moment and he hurried to the side of Mr. Speir, but found that life was extinct. With the revolver the merchant had shot himself in the right temple, the bullet entering the brain and probably causing instant death. Coroner Dettbarn was summoned and the remains were taken to the undertaking rooms of Timeson & Fronk.

Mr. Speir resided at 28 Wendell avenue with his family and had a pleasant home, with refined surroundings. He was a man of irreproachable character, the possessor of a pleasing personality, and upright and honest in every walk of life. He was born at West Milton, Saratoga county, May 29, 1847. His father was Robert Speir, a man well known all through this section. His mother was Elizabeth Vedder, of Albany. Mr. Speir was married in August, 1876, to Ida Cutler, of Albany, who, with four children, survives him. The latter are Mrs. F. W. Cameron, 2d, of Albany; Misses Grace E. and Ruth E. Speir, and William Stuart Speir, of this city. Mr. Speir was graduated from the Ballston Academy in 1862 and Eastman's Business College in 1866. He took a course later on in the Albany Law School, where he was graduated in 1880, and where Judge Cutler, of this city, was a classmate. He was official court stenographer in 1881-1882, and was in the forefront in stenographic matters for many years, being for twenty-five years identified with the Remington Typewriter Company, of Ilion. He was prominent in musical circles in Albany, was a deacon in the Madison Avenue Reformed Church, and since coming to Schenectady he took sittings for his family in the First Reformed Church, of this city. He was very prominent in Masonic matters and was made master of Master Lodge, No. 5, F. & A. M., the initial lodge in America. He visited many other lodges and had a wide reputation among members of the fraternity.

SPECIAL NEW YORK CITY NEWS.

E. C. Cudney, a new aspirant to typewriter honors, is with the Hammond Company, and promises to make a first-class representative.

* * *

J. H. Keesey, formerly foreman of the repair department of the Fay-Sholes (Arithmograph) Company, has accepted a similar position with Alexander, McDonald & Green of 171 Broadway. Mr. Alexander reports that December was a "banner" month for business.

* * *

All the New York City staff of the Hammond Typewriter Company were presented with generous checks by the president of the company, Mr. James Bartlett Hammond, on New Year's Day. Such appreciation of the efforts of the organization are certainly deserving of recognition, especially in these days of "cold-blooded corporation." This presentation is in addition to a distribution at the factory.

* * *

At the Board of Education at Fifty-ninth street and Park avenue on the 3d of January bids were opened for 150 typewriters to take paper 20 inches wide and write a line 18 inches long. A bid of the Smith Premier Company was thrown out on account of informality in the bidding.

* * *

Tenders are about to be invited for a large number of machines for the use of the New York Board of Education. The machines are to be of regulation width.

* * *

R. A. King, recently manager for the Smith Premier Company at Philadelphia, has assumed management of the New York office for the same company, succeeding Mr. John Hadcock, resigned.

* * *

A. W. West, formerly of the Monarch Company, goes with the Underwood.

* * *

The Oliver Company have done an extra large business recently, passing any former period.

* * *

H. J. Humphrey, manager of the New York office of the L. C. Smith & Brothers, spent a few days in Chicago recently on a holiday visit. Mr. Lee Kingsley, from the home office of the same company, accompanied him, and visited the meeting of the National Commercial Teachers' Federation.

CHRISTENED THE CUP.

William Allan Dyer, secretary-treasurer of the Smith-Premier Typewriter Co., of Syracuse, N. Y., was guest of honor at a dinner given him by the twenty-one salesmen of the Kansas City office at the Hotel Baltimore last night. John A. Zellers, manager of the local office, presided, and every man present responded to a brief toast.

The special mission of Mr. Dyer's coming to Kansas City was the christening of the silver cup which this office received a short time ago as first prize in a competition between agents all over the country. Besides this cup, valued at $1,000, the agency here received also $1,000 in cash. Business features were discussed in the course of the session last night.

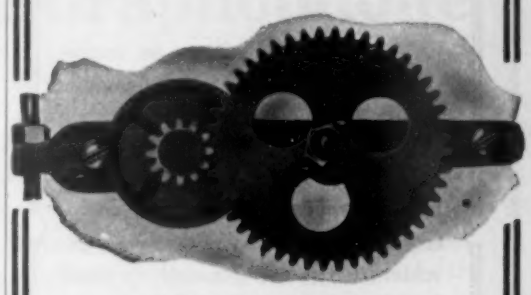
The Kansas City branch won the cup for doing the biggest business of any branch located at any point in the world. The Kansas City concern, which does business nearly altogether in Kansas and Oklahoma, showed up the largest business done of any branch of the concern, anywhere. The fact that this territory did the biggest business of any place means much to Kansas and this immediate territory.

"The prize was a silver loving cup, twenty inches in height, and when it was filled with several bottles of champagne it looked right."

MR. TYPEWRITER DEALER or SALESMAN

DO YOU KNOW WHAT THIS IS?

You are losing money if you don't.



SEE PAGE 4 OF "OFFICE APPLIANCES"
(December Issue)

This picture illustrates the Governor, actual size, showing Gears and Brake-Shoes, with Cover Removed, as used on

The JARVIS
TYPEWRITER TABULATOR

The only device of its kind in the world that

PREVENTS JARRING
REMOVES REBOUND
SAVES TYPEWRITER

A jump to any whole number or fraction in one operation, with the carriage traveling more slowly on longest jump than on ten spaces. ∴ ATTACHED to any STANDARD make.

THE GOVERNOR

is only a part of the Tabulator, but it is THE PART that does the work. Write us for pictures of entire device, and description, and

GET YOUR TERRITORY

A great opportunity for right men.

Jarvis Typewriter & Tabulator Co.
792 Elliott Square, Buffalo, N. Y.

Large illustrations of entire device shown in December Office Appliances.

A good salesman is always happy.

If you dictate letters—

You regard each letter as important. Their importance demands that both the original and its carbon copy be clear, sharply written and legible. You file your carbon **for future reference** and the recipient does the same with the letter, which, though of comparatively small importance today, may be of vital importance a year from now. The letter file is a business necessity—it is efficient only when the contents are permanently legible.

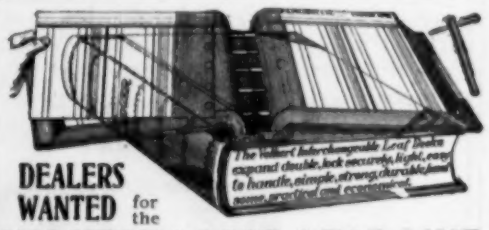
We manufacture every carbon paper and typewriter ribbon sold under our name.

Clear, sharply written letters—permanently legible—are assured users of our products.

A request for samples accompanied by the name of your dealer will be honored at once.

Miller-Bryant-Pierce Company

Dept. 7 AURORA, ILL.



DEALERS WANTED for the

VOLKERT LOOSE LEAF LINE

GET CIRCULARS AND PARTICULARS

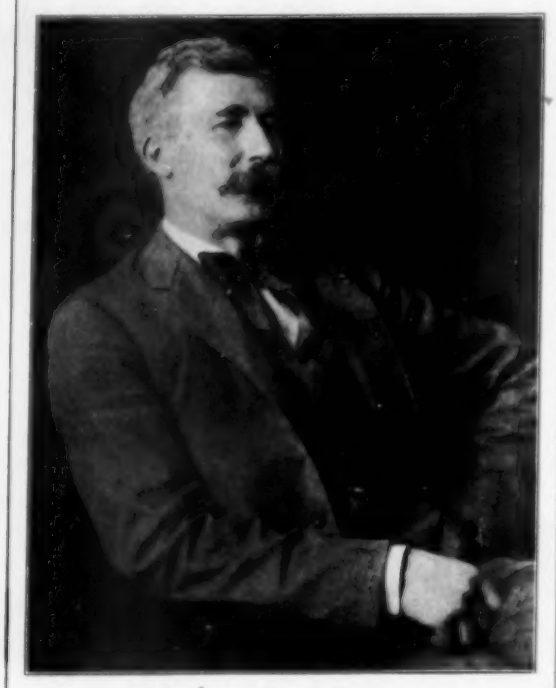
F. N. VOLKERT & CO.

53-85 FIFTH AVENUE, CHICAGO

The adding machine man of yesterday will be a typewriter exponent tomorrow.

HOW LITTLE ACORNS GROW.

We pass up a little paper fastener device as a small proposition. In fact it would be a small proposition in the hands of most men, but when Alexander H. Irvin, of Curwensville, Pa., whose picture we are pleased to present here, took up the Hotchkiss Automatic paper fasteners and staple machines he saw far enough into the future to realize that this device, properly made and exploited, would find a place in business offices all over the world where papers of any sort are handled.



ALEXANDER H. IRVIN.

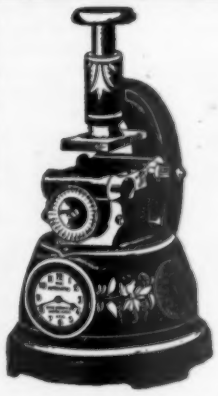
Mr. Irvin first began making the Hotchkiss fasteners about eight years ago, at which time he had but one device to exploit. Today he has five, and to use his own words, "You can't beat 'em anywhere, and what is more, I'll buy you a new hat if you can show me a city on this whole globe where there are a dozen business offices, where I haven't sold these devices."

Mr. Irvin claims to have a practical monopoly on this style of devices, but says he doesn't take advantage of it, as he keeps them at a price which is within reach of even the smallest business concern.

Among the many interesting things connected with Mr. Irvin's business is his foreign order department, which receives mail from all parts of the world, and these orders as well as the envelopes which bring them, form a tremendously large and interesting piece of business data. Not only are the Hotchkiss fasteners used regularly by most all the Governmental Departments of the U. S., but by practically all departments of state of every nation on earth.

Mr. Irvin, of course, says the fastener has done it all, but those who know his capacity for work and his peculiar ability for successfully advertising and selling an article, know that the man himself has had something to do with it. As stated before, in many other hands the Hotchkiss might still be hovering between life and death, instead of enjoying full grown success and prosperity.

No one knows better than Mr. Irvin that there were some mighty rough places along the road, but steady devotion to plugging one thing, he thought, was bound to win, and it has, for it is doubtful if Curwensville, Pa., would ever have become known throughout the civilized world, had not he made it famous as the "Home of the Hotchkiss." Mr. Irvin is a believer in advertising and in letting people know in one way or another that you've got a good thing,—if you have it. His success furnishes a striking example of what a man may make out of a small article of merit if he will treat customers properly, and stick close to the biblical injunction, "And this one thing I do."



BE TIME WISE

use the

AUTOMATIC TIME STAMP

It prints exact time and date, firm name and character of a transaction, **automatically quicker** than you can look at a clock.

Records time occupied in doing work on jobs, etc.

Send for descriptive circular.

The Automatic Time Stamp Company

1600 Congress St., BOSTON, MASS.
1300 Broadway, Suite 12, NEW YORK

Originators of the art of printing time. Established 1880.

Blur Knot Carbon Paper Typewriter Ribbons

Our paper is a non-grease product that will not blur, smut or dry out.

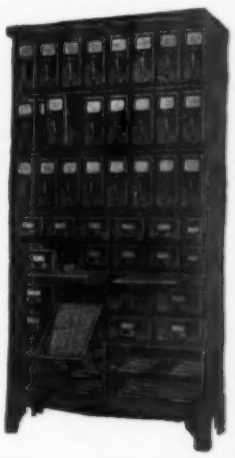
Per box of 108 sheets, Grade A, $4.00. Grade B, $3.00. Grade C, $2.00. The best you ever had or money back.

Blur-Knot Ribbon, copy or record, any color; Grade A, hand made, $9.00 per doz. Grade B, machine made, $7.00 per doz.

BLUR-KNOT CARBON CO., Rochester, N. Y.

Why Fireproof Office Devices?

Because **YOUR** correspondence and records are invaluable and the cost of replacing them would be many times the cost of a steel filing case. Our devices are practically indestructible, fire retardent and compact. Steel will not burn and your office records encased in steel are safe.



Berger's Steel Devices

Comprise vertical letter files, document files, card index cases, roller shelving, and many other convenient devices for your office in sectional or ordinary form.

Ask your dealer or write us.

Catalogue free if you are interested.

(*Mention this Magazine*).

The **Berger Mfg. Co.**
CANTON, OHIO

Subscribers to Office Appliances are "close readers"—"from cover to cover."

$25,000 A MONTH. GOING SOME.

The International Time Recorder Company of Binghamton, New York, is a little bit proud of its Pittsburg manager, Mr. Henry S. Evans, who has established a record which justifies this pride not only on the part of his company but of himself.

Mr. Evans sold 172 time recorders during the month of December, from which it will be seen that he not only believes in beginning the new year right, but closing up the old in the same fashion. This represents about $25,000 worth of time re-

HENRY S. EVANS.

corders, and records the largest month's individual sale in the company's history. Furthermore, the sales are all clearcut and without strings to them. Mr. Evans has been with the company for seven years, and has gradually made himself one of the foremost specialty salesmen in the country.

Mr. Evans is the kind of a man who inspires confidence. He is not only popular with his business associates and the Pittsburg "men of affairs," but he is a social favorite as well, enjoying with his wife the social confidence and favor of his busy city.

INTERNATIONAL TIME RECORDING COMPANY GETS DECISION IN CASE AGAINST THE DEY TIME REGISTER CO.

The International Time Recording Company have won their case against the Dey Time Register Co. of Syracuse, by a decision just rendered in the United States Court of Appeals. The action was for infringement of what is known as the "Cooper Patent," which covers Time Recorders, in which the records are made on cards and which are used almost exclusively now in manufacturing establishments.

The opinion of the Court was written by Judge Coxe, and gives an exhautive and thorough examination of all styles of Time Recorders and broadly sustains the Cooper Patent. This decision is final, and gives to the I. T. R. Co. the exclusive right to manufacture and sell Card Time Recorders with an abutment or card lift operated by the cloak movement.

On appealing from Judge Ray's decision, the Dey Company were compelled to give a bond for $30,000 in order that they might be relieved of the operation of a preliminary injunction pending appeal. Mr. Bundy stated in an interview today that he thought this would probably cover the damages that would be awarded by the Court, although that would depend on the number of machines that had been sold by the Dey Co.

Suits will also be instituted against users of those machines, for besides the damages that the Dey Company must pay, the user is liable for the value of the use of the machines.

Beyond the large damages, however, the decision is far more important to the I. T. R. Co. in that it gives them for the future the exclusive right to manufacture and sell the only Automatic Card Lift Time Recorder for large establishments.

At Last!
The
Perfect
Typewriter
Ribbon

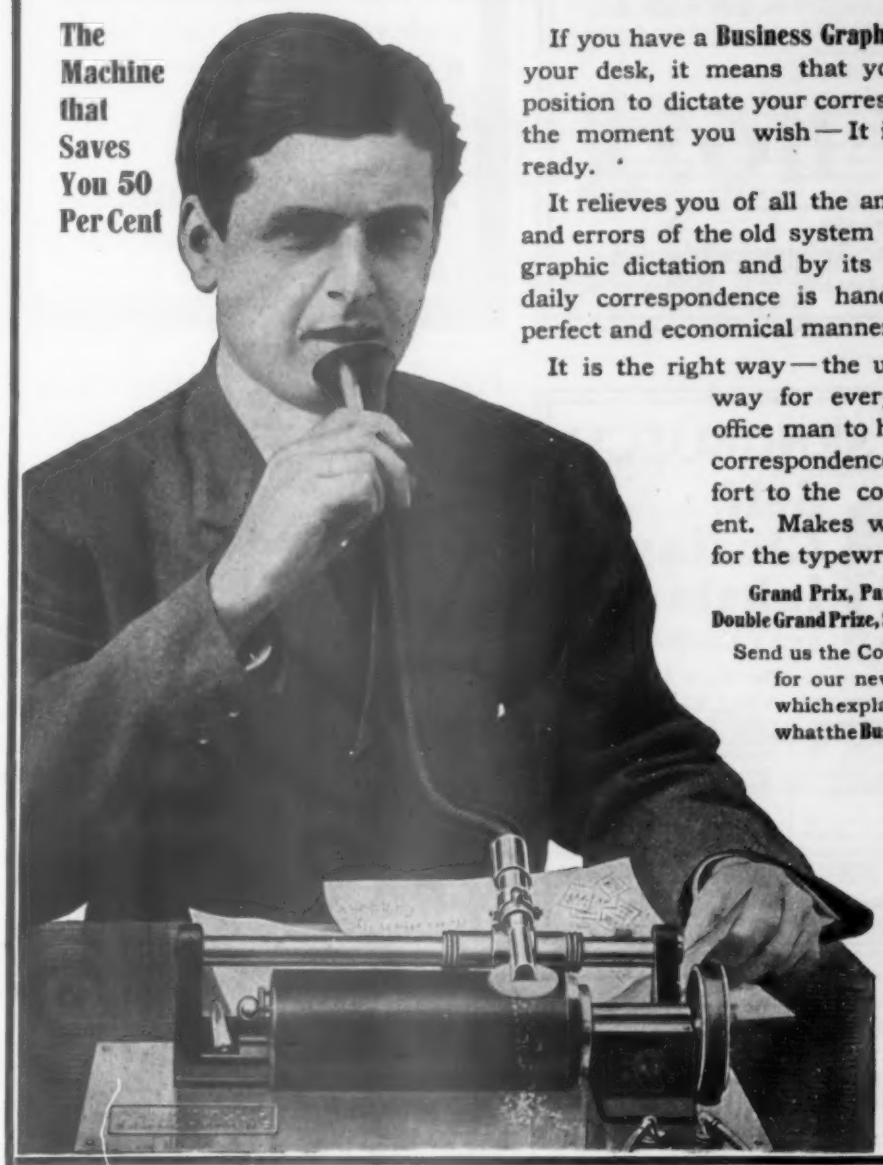
Ask Your
Dealer for it.

Liberal Discount to the Trade

Pen Carbon
Manifold Co.
55 Warren St., NEW YORK

He Tells It to the Graphophone

The Machine that Saves You 50 Per Cent



If you have a **Business Graphophone** at your desk, it means that you are in position to dictate your correspondence the moment you wish — It is always ready.

It relieves you of all the annoyances and errors of the old system of stenographic dictation and by its use your daily correspondence is handled in a perfect and economical manner.

It is the right way — the up-to-date way for every careful office man to handle his correspondence. A comfort to the correspondent. Makes work easy for the typewritist.

Grand Prix, Paris, 1900
Double Grand Prize, St. Louis, 1904

Send us the Coupon below for our new **Booklet**, which explains in detail what the **Business Graphophone** system is, does, and costs, and where and why it improves and saves so much.

COLUMBIA PHONOGRAPH CO., Gen'l, 90-92 West Broadway, New York
The only Award for Business Talking Machines at St. Louis, 1904

Kindly mail me, free, complete information concerning the BUSINESS GRAPHOPHONE. 3-0

Name .....

Street ..... *City* ..... *State* .....

State trade or profession ..... *State position you hold therein, whether Executive, Manager, Office Man, Clerk, Stenographer, etc.* .....

SELLING BY THE THOUSANDS!

Office Appliance, Typewriter and all **SALESMEN** Here IS a REAL side line for you, and you can carry it in your vest pocket. No bigger than a wafer, but it sells like fury. All you need to do is to **SHOW** the

Patent applied for

Hygienic Telephone Disc—

an antiseptic shield which covers the mouthpiece of your 'phone, keeps out all germs, dust and bad odors. This sensitive shield is instantly slipped on, and when soiled may be thrown away. Costs but a trifle—**one penny.** Package of 10 discs, 10c; 11 packs for $1.00; Special prices for quantities. Stationers all over the U.S. and Canada sell it. If you don't handle them, get them, and benefit by the demand our general advertising is creating.

AGENTS, LISTEN.

This is the best "side line" seller for typewriter, adding machine and office specialty salesmen ever offered. Carry it in your vest pocket. Sold in large quantities for advertising purposes with any "ad" printed on them. "Ad" always in sight—can't be overlooked. Very popular with business houses everywhere as an advertising novelty, because it's useful. If you want to act as agent, send 10c for sample and **agent's proposition.** Won't interfere, but fit in with your daily work.

Hygienic Telephone Disc Co.

N. W. Cor. Third and Arch Sts., Philadelphia, Pa.

ARE

YOU

buying

CARBON PAPERS

from us?

We ask that you let us prove to you that we can sell carbon paper cheaper than it is now costing you. There are no higher grades of carbon paper than ours, and we can make any grade makeable. Whatever the grade you are using, we will match it and lower your present cost.

LET US PROVE IT.

Downes & Company

32 Broadway, New York City

Carbon Paper Specialists to Trade Exclusively

THE SENGBUSCH

Self Closing Inkstand

SELLS AT SIGHT

The Very Latest

BEATS ANYTHING YOU EVER SAW

Always ready for use.
Prevents Blotting.
Worry and Trouble.
Satisfaction Guaranteed.
Just what you have been looking for.
Write for circular and prices—or, better still—send for sample.

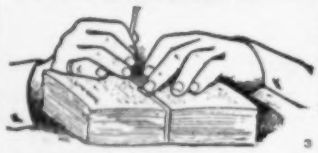
"Dip" Always Uniform.
Never gets out of order.
Self-Closing.
Self-Adjusting.
Non-Evaporating.
Non-Spurting.
Non-Spilling.
Dust Proof.

LIBERAL DISCOUNT TO DEALERS

The Sengbusch Self-Closing Inkstand Co.

A 311-312 Montgomery Building. MILWAUKEE, WIS.

Fox Automatic Filing Bands



For filing letters, vouchers, etc., and the tying of packages. Superior to and much cheaper than rubber bands. Will not rot; always taut. 18 in., gross $1.75, 36 in., $2.00. Sample free.

IRVING P. FOX,

3 SUDBURY BLDG., BOSTON

TYPEWRITERS ALL MAKES

WHOLESALE AND RETAIL

The most complete stock of Typewriters in the country. Lowest prices to the trade on machines Rebuilt or Unrepaired. Platens and other important parts a specialty.

Typewriter Emporium

202 La Salle St., CHICAGO.

The **Commercial** SECTIONAL ROUTING and RECORDING SYSTEM

It shows how thoroughly and systematically your territory is being covered and if to the best advantage, routes of traveling salesmen, their territory, whether too much or too little, how covered, and where your customers, agents or business interests are located. It points out good towns where you have no trade; helps you to choose the shortest and least expensive routes for salesmen. Shows competitive freight rates, advertising contracts, signs, inquiries, prospective trade, collections, etc.

Write for: "Business System in the Sales Department," it tells you all about it. FREE.

Built up with Top, Base, Four, Six or Eleven Drawers, Map Sections, 3x5 or 4x6, Card Index Sections and Stand. Any number of states desired.

The Perine & Mosely Co. 253 DEARBORN ST. CHICAGO

FOREIGN TRADE NOTES.

We call attention to a special article on the office appliance industry of Germany found in another column.

* * *

William Ross, of 7 Leith St. Terrace, Edinburgh, Scotland, is making a specialty of the sale and repair of typewriters and adding machines, and is an ardent reader of OFFICE APPLIANCES.

* * *

Norman Bennett, of 14 Cockspur Street, London, England, a gentleman much interested in typewriter advertising and work, paid us a visit early in December. He reports business in typewriters in England as fairly good. In spite of the hundreds of unemployed perambulating the streets, the Underwood is making giant strides in the favor of the British public, who seem to appreciate the merits of this machine.

* * *

The American Writing Machine is sold in Germany under the name of "Europa," while in England it is called the "Armstrong" typewriter.

* * *

Typewriter manufacturers are now directing considerable attention to Italy as a typewriter field of great value. Already the Remington, Yost, Smith-Premier and others are conducting good selling agencies there, while other makes are being rapidly introduced. The typewriter has been a bit slow getting a foothold in this country on account of the fact that shorthand has not been so thoroughly developed here as in most other countries, but this condition is being remedied very rapidly. It is said that the German machine "Ideal" has the strongest hold on this rich field at present, having agencies at Rome, Florence, Milan, Genoa and Naples.

* * *

There is being placed on the English market the "Moya" typewriter, which sells for about $25.00. This is the smallest practical writing

machine being sold. Its keyboard is universal and interchangeable type wheel, having an up and down motion, as well as circular and forward movement. The type stroke is forward, and the work is practically entirely visible. It is manufactured by the Moya Typewriter Co., Leicester, England, where a most complete factory has been established.

* * *

A special communication from our correspondent at Bordeaux, France, advises us that the Underwood has been very successfully introduced into that territory, and that they have secured quarters on the Allees de Tourney, near that of the Remington. Mr. C. H. Revert is the manager.

DIVIDENDS DECLARED.

The Underwood Typewriter Co. has declared the usual semi-annual dividend of 3 per cent on preferred stock and 3 per cent on 2d preferred stock, payable January 10, to stockholders of record December 10.

THE TYPEWRITER FIELD IN GERMANY.

BY OUR SPECIAL CORRESPONDENT.

The contents of the last number of your esteemed periodical we are reading with increasing interest, and every one finds something interesting in it pertaining to his trade and constantly receives new inspirations.

* * *

As far as the notice is concerned which you reproduce from the American Consul at Berlin, we are not of the opinion that it is entirely accurate. Conditions have changed and are somewhat different today from those described in the article. They may have been so years ago.

* * *

You may be aware that with us, just as with you in America, there are quite a few firms that have branches or offices in all the large cities in the provinces as well as in Berlin. In these sub-offices there are always representatives present who give all their time and energy to the typewriter business. There are, to be sure, especially in the smaller cities firms that have not yet introduced the business hours customary in England and America. That is to say, the employes stop work for a few hours at noon, say from 12 to 2, or from 1 to 3. In spite of this, however, some one can, in the case of most firms, be found in the office even during this recess. As far as we have been able to determine by many visits the employes of most firms are adequately trained and are thoroughly competent to explain any article to any one who may be interested.

* * *

We take the liberty of stating in regard to the makes in vogue and manufacturers here that the firm of A. G. Frister & Rossman were manufacturing many years ago an old model of the Caligraph.

* * *

The Adler Bicycle Works are making a machine similar to the Wellington, which is known throughout Europe and is daily becoming more popular.

* * *

Another machine with a very good reputation is the Ideal, made by A. G. Seidel & Naumann, a model similar to the American "Granville," and very well constructed.

* * *

The makes similar to the Underwood are the "Hassia," manufactured by Jean Völcker & Co., and the "Regina," by Krämer & Schilling. Everything about these makes are new, and will doubtless be improved upon, and we do not doubt that in time they will be strong competitors of the American machines.

REMINGTON SEMI-ANNUAL BONUS.

Ilion, "The Home of the Remington." The town has much to be joyful over. The company recently distributed over $12,000 extra money as their semi-annual bonus.

In Ilion the manufacturing end of this great establishment still retains the old name of Wyckoff, Seamans & Benedict.

On December 23rd, at 1 p. m., Mr. John Calder, the factory manager, distributed $12,250 in gold to 245 employes, selected at this time. These persons have all been at least ten years in continuous employment with the company and have maintained a good standing and high efficiency.

On the same day prizes and framed certificates for good suggestions from employes adopted during the six months were also distributed.

These semi-annual gatherings are always looked forward to with considerable interest by the employes of the typewriter works.

NEW MONARCH FEATURES.

The Monarch typewriter has a new line pointer, which not only gives the absolute line of writing, but also acts as a line finder and card holder. It is called the "Young Pointer," and is a valuable acquisition.

The new key cushion recently added to the same machine prevents the rebound of the keys, and another new feature is the polychrome attachment for varied colored ribbons.

The Monarch can now be furnished with a 14-inch writing line, which maintains the light, easy-running action and features of the No. 2 machine, with all the latest attachments.

The Latest and Greatest Improvement of the Writing Machine is the NEW ESCAPEMENT

of the

Remington Typewriter

It sets a new standard for LIGHTNESS OF TOUCH, SWIFTNESS OF ACTION and PERMANENT EXCELLENCE OF WORK.

The NEW REMINGTON MODELS also have a New Variable Line Spacer, New Side Guide, New Two Color Lever and other important improvements.

Remington Typewriter Company

325-327 Broadway, New York **Branches Everywhere**

KEEP YOUR HEALTH

By using the

Adjustable Spring Back Chair

for

STENOGRAPHERS AND OFFICE MEN

They rest your back and make work easy
Satisfaction Guaranteed. Send for Catalogue

NONE GENUINE WITHOUT THIS TRADE MARK

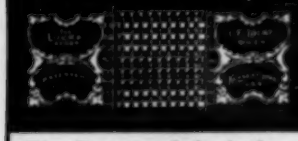
LOOK FOR TRADE MARK ON UPRIGHT UNDER BACK REST

The Davis Chair Co.

S. N. McCloud, Mgr.

MARYSVILLE, : OHIO

Why Don't You Use The LOCKE ADDER?



The Famous Calculating Machine

Enthusiastically endorsed the world over. Rapid, accurate, simple, practical, durable. Computes nine columns simultaneously. Adds, subtracts, etc. Saves time, labor, money. Capacity 999,999,999. Will last a lifetime.

THE MODERN BUSINESS NECESSITY
Should be on Every Desk.

Read What Pleased Users Say

$100.00 would not take it from me. It is all you claim.—*B. A. Carver, Troy Center, Wis.*

I do not think the $375.00 machine can be compared with your $5.00 machine.—*R. G. Malhiot, Avoca, La.*

Have found it entirely equal to any of the high-priced calculating machines.—*W. J. Hirni, Visalia, Calif.*

Does the work of a $375.00 machine for the small amount of $5.00.—*Thomas J. Mitchell, Helena, Ark.*

Two models: oxidized copper finish, $5.00; oxidized silver finish, with case, $10.00, prepaid in U. S. Size 4 x 10¾ ins. Write for **Free Descriptive Booklet, Testimonials** and **Special Offer.** Agents wanted.

C. E. LOCKE MFG. CO., 189 Walnut St., Kensett, Iowa.

The Ideal Automatic Envelope Sealer

Moistens, Folds and Seals Envelopes without regard to contents up to ¼ inch in thickness.

Always ready for use—one envelope or thousands. Simplicity itself—nothing whatever to get out of order. Can be operated at sight by the merest novice.

A great time saver. Does the same and exact work as more complicated machines costing ten times the price. The speed is unlimited. Sanitary and clean. Absolutely does away with gummy fingers and the disagreeable features of licking envelopes.

The **Ideal** is so universally satisfactory that without question or hesitation we will refund the price if not found as stated.

Delivered anywhere in the U. S.

Price, $3.50

Many unsolicited testimonials like this are on file in our offices: Wm. G. Johnston & Co., Pittsburgh, Pa.: "*You have a most excellent device.*"

You will never know what it is to be without this handy office device until you have used it. Order one now. Immediate shipment upon receipt of remittance.

AGENTS wanted in every city in the U. S. Write for discounts.

THE MAILING MACHINE CO.
913 Vine Street, Philadelphia.

ANY BAD DEBTS?
COLLECT THEM YOURSELF

Our **new** method saves time, large commissions to collection agencies, membership fees, attorney's fees, etc. You keep the account in your hands all the time. Simple and practical. Brings the money. **FOR ONLY $1.00** we send you prepaid everything necessary to collect **50 claims.**

MONEY REFUNDED if on receipt you are not perfectly satisfied. No experiment. Used by thousands.

OUR METHOD is the best, most economical and easiest to operate, combined with the surest way of collecting bad debts. **Order To-day.**

UNITED STATES COLLECTION AGENCY
152 Lake Street, CHICAGO.

Agents wanted everywhere. Good side line. Write for data.

You can't afford to waste your brain energy with annoying routine—lost correspondence—confused records and accounts. That's mere carpenter work. Make your system take care of it. Use your own gray matter for the real creative—the business building—the architect work. Put the letter-hunting, the record-keeping, the business routine, the business detail on Multi-Cabinet Systems.

Multi-Cabinet Systems are not so many pounds of senseless oak and card stock. Each individual cabinet represent so much brains, so much business experience, so many labor saving schemes and economies moulded into cabinet form. They are mechanical business assistants; automatic private secretaries that take care of all the business detail, handle the correspondence, keep the records, and relieve you of the petty matters that interfere with brain work.

But our book describes these systems better than we can—tells of 47 simple, economical time and labor saving methods of handling detail, systems for every department of your business; advertising, selling, credits and factory work.

And if you do not find in these 47 systems one that meets your own needs exactly, we get up a special one for you. But first let us send you the book describing this complete line of "grow-as-you-grow" Multi-Cabinet Business Systems.

151-153 Wabash Avenue Chicago. Factories; Muskegon, Mich.

47 SYSTEMS FOR BUSINESS MEN

Representatives in 90 Cities.

SHAW-WALKER

Bullet Proof Carbon Paper????

OUR Billing carbon paper is nearly bullet proof. There is a reason. Ever had trouble with the type cutting holes in your carbon paper? We have a paper called "10 lbs billing" made expressly for the Billing Type Writing machines to withstand the hard plunging stroke. Made in all colors and costs no more than the regular typewriter paper. In rolls or flat sheets. We'll accommodate with samples and cut to full size if asked. Our price folder contains interesting matter for the shrewd buyer of pen, pencil, type writing carbons and ribbons. We pay all shipping charges.

WHITFIELD CARBON PAPER WORKS
123 Liberty St., New York City

We don't blow horns: others blow them for us—and loud, too.

A NEW MAILING MACHINE.

In another column of this page is advertised a popular priced envelope moistener called the Ideal. This device is manufactured by the Mailing Machine Co., 913 Vine street, Philadelphia.

This device is 12 inches in length, 5 inches high and 7 inches wide, and it weighs four pounds. As there are no delicate parts in its construction, the machine cannot easily be placed out of order. The manufacturers state in their printed matter that 2,000 envelopes per hour can be easily sealed by this device. The machine is handsomely finished and should meet with success among those who make the selling of office appliances their business.

E. N. PRICE.

Here we show the good looking face of that successful typewriter manager, E. N. Price, associated with the L. C. Smith & Brothers Typewriter Company, at their Pittsburg office.

Mr. Price is well known generally to the fraternity of "type-tappers," and has had a most creditable record in the business, covering some ten years. His first position was with the old

E. N. PRICE.

Smith Premier Company, when the Smith Brothers were at its head, and his duties carried him on the road traveling out of Buffalo, and was later transferred to Rochester, taking charge of that office.

A little over five years ago Mr. Price was transferred by the same company to St. Paul, to succeed Harry J. Humphrey, who was then advanced to the Chicago office. January 1, 1904, Mr. Price accepted the management of the Pittsburg office for the new "Smith Brothers" machine, and although the force of salesmen now engaged in the Pittsburg territory is very limited, still some elegant business is being secured for this new machine.

TIME RECORDER COMPANY REORGANIZED.

The Syracuse Time Recorder Company was reorganized recently by James E. Ratchford at a meeting held in the office of W. S. Farmer.

Former Mayor Jacob Amos was elected president of the company to succeed A. N. Palmer. Calvin McCarthy of Jamesville was chosen general manager and Albert T. Spencer of Jamesville was elected to the Board of Directors.

It was stated after the meeting that the cash capital will be increased to $55,000 and that a larger force of men will be employed. The company was organized about two years ago and its factory is located in Walton street.

CHICAGO'S SECOND BUSINESS SHOW.

Of more interest to the stationery trade than any of its predecessors will be the next National Business Show to be held in the Coliseum, Chicago, March 17th to 24th, 1906, under the management of Cochrane & Payne.

Since the title of this great trade exposition was changed from the *Office Appliance and Business System Show* to the *National Business Show*, manufacturers of many lines of goods used in modern business routine, although not properly coming under the classification of office appliances, have begun arrangements for participating. This is especially true of the paper lines, and a number of the leading and progressive writing, bond and typewriting paper and envelope and paper specialty dealers will be represented in Chicago next spring.

Profiting by the success achieved by other exhibitors in the recent shows, manufacturers of paper and other stationery specialties have come to the conclusion that there is an opportunity in this show to bring their goods directly before a high class of trade that they are anxious to reach and thereby create a greater demand for the use of their goods, which the dealers are not slow to take advantage of, than could be gained in any other way.

Another important feature of the Chicago show, and which differs somewhat from the annual New York event, is the large attendance of stationers and small dealers from all parts of the west, who come to the show solely for the purpose of investigating the latest novelties of the many lines, with a view of arranging for the agencies of these goods in their respective territories. Many of the manufacturers who exhibited in Chicago last year were enabled in this way to extend their business and introduce their goods into what before had been unopened territory to them.

Despite the fact that the show is over three months distant, applications have already been received for more space than the total floor area of the Coliseum contains, and arrangements are now under way for throwing open for exhibition purposes portions of the large building which hitherto have not been utilized.

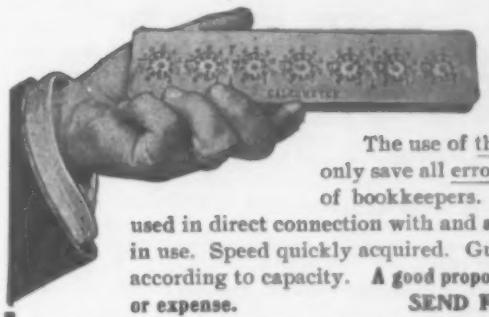
In line with their plan to constantly increase the effectiveness and still further heighten the standard maintained in the Business Show, since its inception, Messrs. Cochrane and Payne are now busily planning a number of features which they are confident will meet with widespread approval, when introduced for the first time at the coming Chicago show. Uniformity in the arranging of the booths and decorations for the various exhibits is being aimed at more than ever before and there is every indication that the interior of the Coliseum and the Show as a whole will be more pleasing than any yet held.

After conferences with the leading adding machine manufacturers, all of whom have arranged to make extensive exhibits in Chicago, the management have decided not to hold any more adding machine contests at the business shows under their management. Beginning with the Chicago show, the only contests will be in speed typewriting, and these will be made a more important feature at the show than ever before. Entries for these events, the principal one of which is for the World's Speed Typewriting Championship, are already coming in and it is safe to predict at this time that the swiftest operators in the United States will meet in competition in the Coliseum in March.

One of the leading aspirants in this line is Ray T. Vanettisch, of Pueblo, Colo., who recently wrote 4,917 words from dictation in one hour. This feat established a new record for fast writing, the best previous figures having been 3,830 words, written by Paul Munter, of New York City, at the National Business Show in Madison Square Garden, Nov. 4. The Colorado man believes he can defeat any typewriter operator who will be brought forward in Chicago and is already training for the event. Munter, the erstwhile champion, has announced his intention to challenge Vanettisch in a special match during the Chicago show.

Among the firms who have secured space are:

Amberg File & Index Co.
Comptograph Co.
Baker-Vawter Co.
Elliott-Fisher Co.
Crouse-Hinds Co.
Addressograph Co
A. B. Dick Co.
Macey-Wernicke Co.
Krag Imperial Cabinet Co.
Felt & Tarrant Mfg. Co.
Latham Machinery Co.
J. S. McDonald Co.
National Phonograph Co.
Universal Adding Machine Co.
W. G. Lloyd Co.
Jones Loose Leaf Specialty Co.
Lyon Metallic Manufacturing Co.
Lakeside Specialty Co.
Olcott Mfg. Co.
Coin Counting Machine Co.
Burroughs Adding Machine Co.
Stromberg, Carlson Telephone Mfg. Co.
Bates Machine Co.
F. L. Shafer Co.
J. H. Wilson Co.
Perry Time Stamp Co.
Ideal Specialty Co.
Bookkeeper Publishing Co.
Tengwall File & Ledger Co.
American Myriagraph Co.
John C. Moore Corp.
American Loose Leaf Mfg. Co.
Marshall Jackson Co.
Chicago Shipping & Receipt Book Co.
R. E. Kimball Co.
Chicago Recording Lock Co.
Mallman Addograph Co.
F. J. Stutesman & Co.
Miller, Bryant, Pierce Co.
American Book Bracket Co.
OFFICE APPLIANCES.
John B. Wiggins.
Samuel C. Tatum Co.
International Time Recording Co.
Rapid Addressing Machine Co.
Columbia Phonograph Co.
Shaw-Walker Co.
H. H. Hoffman Co.
Waterman Ideal Pen Co.
G. W. Todd Co.
F. F. Daus Duplicator Co.
Elliott Addressing Machine Co.
Plew & Motter.
H. C. Miller Co.
Williams Typewriter Co.
Hapgoods (Inc.).
Acme Staple Co.
Sheldon School of Salesmanship.
United Autographic Register Co.
Ring Paper Clip Co.
Cushman & Dennison Mfg. Co.
Charles C. Smith.
Hudson Emblem Co.
Automatic Card Index Co.
Schapirograph Co.
Gregg Publishing Co.
Hall Office Specialty Co.
Int. Postal Supply Co.
Lyon Filter Co.
National Ozone Co.
J. L. Bieder Co.
Dearborn Desk Co.
Nind Letter Folder Co.
Consumers Co.
Sparks Machine Co.
Oliver Mfg. Co.
Niagara Clip Co.
Egry Auto. Register Co.
McCollum Mfg. Co.
Milwaukee Dustless Brush Co.



The CALCUMETER

THE STANDARD DESK ADDING MACHINE

The use of this machine for eliminating mental addition will not only save all errors and brain labor but will double the earning capacity of bookkeepers. It is the only durable adding machine that can be used in direct connection with and as a guide upon the figures to be added. Over 15,000 in use. Speed quickly acquired. Guaranteed for two years. Costs from $10.00 to $30.00 according to capacity. A good proposition for the typewriter as a side line without trouble or expense. SEND FOR CATALOGUE NO. D.

HERBERT NORTH MORSE, 174 Green Building, TRENTON, N. J.

U. S. Typewriter Ribbon Mfg. Co.

817-819 WALNUT ST., PHILADELPHIA, PA.

RIBBONS
Carbon Papers, Etc.
Manufacturing for the Trade a Specialty

Points of Merit Claimed: Most intense jet **Black Records.** Most brilliant colors known. Greatest copying strength and consequently the greatest **Durability.**

We make goods for many of the largest distributors in the World— *Why Not For You?*

Our prices will interest you. Write to-day.

Agents Wanted Everywhere

NEW YORK BOOST CLUB.

The Boost Club of New York has opened its new and handsomely furnished club rooms at 82 Duane street. These quarters are complete in every way in all their appointments, and meals are served there to members and their guests. Arthur P. Jackson, arch booster, reports that he sees a very prosperous year ahead for the New York organization.

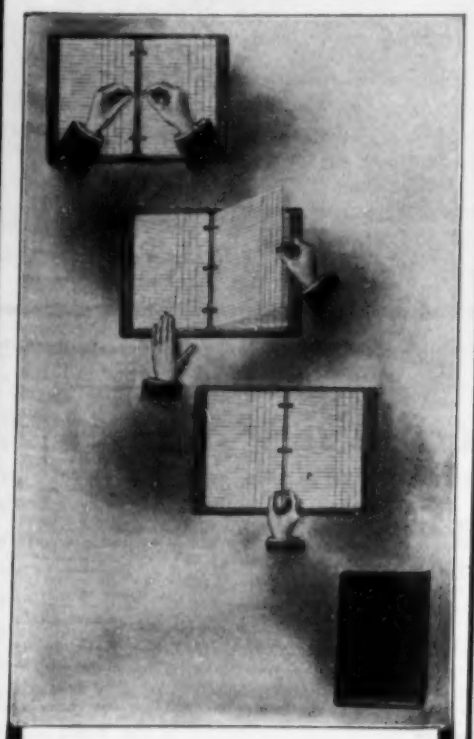
The election of officers for the coming year takes place on January 8th, and on January 10th the annual banquet will be held at the Hotel Savoy.

NEW SYRACUSE INDUSTRY.

The Pneumelectric Machine Company, of Syracuse, has been incorporated with a capital stock of $500,000. A large portion of the old plant of the Smith Premier Typewriter Company on South Clinton street has been leased by the new concern and the factory will be put in operation as soon as it can be put in shape and the necessary machinery installed.

The new company is purely a Syracuse concern with John E. Woodruff, son of former Lieutenant Governor Timothy L. Woodruff, as the promoter. It is proposed to manufacture a new mining drill by which it is expected that the present methods of mine drilling will be entirely revolutionized and the tool made in this city will be universally adopted.

The certificate of incorporation of the company was filed in the county clerk's office this morning. The capital stock of $500,000 is divided, one-half in preferred and one-half in common stock. The directors are the following: Alexander Palmros, John E. Woodruff, Robert K. Dykes, Arthur J. Briggs, Dean Clark, Lucian S. Wilson and Thaddeus Kidd. It is expected that when the factory is opened a large force of men will be put to work.



The I-P.
Loose Leaf
Price Book

Acknowledged the best.

Dealers and consumers generally concede the superiority of the I-P. Book over all others.

Send for sample —a look will convince you.

Carried in stock in all practical sizes—eight rulings for each side.

Sold through the trade exclusively. Catalogue and discounts on application.

IRVING-PITT MFG. CO.

KANSAS CITY, MO.

THE BOSTON BUSINESS SHOW.

The New England Office Appliance & Business Systems Show opened on the evening of November 27. The attendance was good and comprised the class that was actually interested in the goods exhibited.

The exhibit covered every line of Office Appliances.

As the week progressed, the crowds increased until the hall was uncomfortably crowded on Thursday, Friday and Saturday, both afternoons and evenings. All the New England States sent large purchasing crowds—that not only looked—but bought.

Mechanics Hall, where the show was held, is well adapted for this purpose. Ample room gives spacious aisles and comfortably sized spaces. As one entered the hall he was forcibly reminded of an immense office with every convenience of rapid and methodical work.

The show was a success and Chester I. Campbell, the manager, announced that the 1906 show would take place in November of that year, possibly a few weeks earlier. Many applications for space were received for the next show and many more options given.

The following is the list of exhibitors:

THE PROTECTOGRAPH was shown at the large booth immediately at the left on entering the hall. F. W. Russell, R. K. Slaughter and W. I. Richardson were in attendance.

THE THEXTON ENVELOPE SEALING MACHINE was shown by H. R. Hale. It attracted a large number of the New England manufacturers.

THE UNIVERSAL PASTING MACHINE CO. had the next booth. This was an interesting working exhibit of their label pasting machine.

THE AUTOMATIC CARD INDEX CO. had a large booth on the main aisle. Their telephone card index seemed to "take." G. H. Spitz, the manager, was ably assisted by Mrs. Thos. S. Jackson and Miss Frances Clough.

Louis S. Duncan Co. with the DUNCAN MOISTENER and corps of "expert envelope sealers" held forth in a neatly arranged booth on the main aisle. The exhibit was presided over by Louis S. Duncan, Edwin Bukofzer, R. H. Loughead and Peter Hefferman.

THORP & MARTIN, a large wholesale and retail Boston commercial stationery firm, had a large display of stationery and typewriters.

THE FOX TYPEWRITER COMPANY, represented by Thorp & Martin Company, had several of their machines with operators busy showing the workings to the inquisitive visitors.

JONES LOOSE LEAF LEDGER COMPANY had a large sample line of their goods.

A. B. DICK COMPANY showed the MIMEOGRAPH and several sales were reported by G. L. Villere, who was in charge.

DIETSCH CHEMICAL COMPANY became famous by the constant advertising "I DON'T SMEAR" pad. Messrs. Fuller and Burr were always busy showing the value of this office necessity.

N. E. VAN VALKENBURGH had a small exhibit of his pencil holders.

"OFFICE APPLIANCES" were on hand with their New York exhibit.

"THE BANKER & TRADESMAN," a New England financial paper, was represented by W. C. Warren and Fred E. Robinson.

THE NATIONAL COUNTING MACHINE COMPANY created considerable comment. Many visitors had never before seen the machine and great interest was shown in same. Sales to several of the large New England factories were reported during the week.

Dunn & Co. showed a complete CARD INDEX SYSTEM. E. A. Dunn and J. A. French in charge.

THE PERRY TIME STAMP COMPANY, with G. L. Atherton in charge, had the appearance of doing business all the time. Mr. Atherton, assisted by G. M. Canterbury, Mrs. E. M. Morley and F. A. Field, were kept busy stamping the "time of day" in explaining their wares.

HAMMOND TYPEWRITER COMPANY had a neat space presided over by Miss S. A. Chase, their Boston manager.

Riley & Sanborn exhibited the DODGE TYPEWRITER RIBBONS. Mrs. L. C. Riley and Miss M. F. Sanborn were in charge.

C. H. BUCK & CO. had a large display of BRASS SIGNS.

"PROFITABLE ADVERTISING," a publication, had a prominent location.

AMERICAN BOOK BRACKET COMPANY, of Philadelphia, had duplicate of their New York exhibit. They exhibited their well known line of telephone holders, book brackets and envelope sealers. F. P. Deemers was in charge and was assisted by W. E. Taxis, H. C. Barnhard and Mrs. H. C. Barnhard.

INTERNATIONAL TIME RECORDER COMPANY had on view their well known time recorder and stamps. S. H. Chamberlain was in charge, with C. M. Penfield and John Allen assisting.

MECHANICAL ACCOUNTANT COMPANY, of Providence, had a large number of their mechanical accounting machines. The skeleton machines which they exhibited attracted much attention. L. C. Chase, their New England manager, was in charge, while George C. Chase, T. J. Falvey, W. E. Due and M. D. Stone were kept busy explaining details of the machine.

BURROUGHS ADDING MACHINE COMPANY, of Detroit, had the largest exhibit in the show—a large platform heavily carpeted, with brass railing extending on all sides, added to the general fine appearance of their exhibit. Mr. H. W. Spaulding had charge, while Messrs. Fisher, Fowler, Foster and Adams shared honors.

ADDRESSOGRAPH COMPANY, having large space on main aisle, exhibited their well known line of ADDRESSOGRAPHS. Mr. Truxall was in charge, with J. C. Walford, the general sales manager, and Austin Merrill as assistants.

ELLIOTT-FISHER BILLING MACHINE was shown by Duren & Kendall, their Boston representatives.

THE ELLIOTT ADDRESSING MACHINE COMPANY had a full line of their machines on view. Mr. Mills and Mr. Relissier were in charge and had as assistants H. C. Nickerson and Mr. Choate.

HARRY G. CAMPBELL and his SANITARY ENVELOPE MOISTENER were in evidence during the week.

W. B. BADGER & CO. had a large display of OFFICE FURNITURE. W. B. Badger and Wm. Pierce were in charge.

AUTOGRAPHIC REGISTER COMPANY had a full line of their AUTOGRAPHIC REGISTERS for inspection. T. C. McGeown in charge, with M. C. Lawless and G. E. Buckle as assistants.

DUMAS & CO., of Lowell, Mass., had a very complete line of loose leaf devices. Mr. Dumas looked after the interests of the company, with the assistance of Mr. Mills, Miss Brown, Miss Burnham and Mr. Chase.

COLUMBIA PHONOGRAPH COMPANY had a constantly working exhibit of the COLUMBIA BUSINESS PHONOGRAPH. K. Campbell was in charge.

THE BOOKKEEPER PUBLISHING COMPANY, a publication, was ably represented.

"NEW YORK COMMERCIAL" occupied space at southerly end of the hall.

DAUS DUPLICATOR COMPANY exhibited their TIP TOP DUPLICATOR. L. W. Daus was in charge, with A. L. Lowenburg as assistant.

HOLTZER CABOT COMPANY had a large exhibit of EQUIPOISE TELEPHONE HOLDERS, INTERIOR TELEPHONE SYSTEMS, BELLS, ETC.

PHILIP HANO COMPANY showed their MANIFOLD BOOKS in large varieties. Mr. Chaplin was in charge, with F. A. Collett as assistant.

J. R. RUITER & CO., of Boston, showed some fine samples of PRINTING. Mr. C. H. Euger was in charge.

NOBSCOT SPRING WATER COMPANY, with their exhibit of PERFECTION WATER COOLERS, was an attractive place for the thirsty ones. J. L. Jewell was in charge.

HOOPER LEWIS COMPANY, of Boston, showed a general line of COMMERCIAL STATIONERY.

THE WILLIAMS TYPEWRITER COMPANY displayed their machines, with M. Meizard in charge.

WALES ADDING MACHINE had an attractive booth and was the Mecca of hundreds during the week. W. H. McFarland in charge, with J. R. Searight, W. Clough and H. J. Seamons assisting.

WILLIAMS MANUFACTURING COMPANY had a large exhibit devoted to the display of the "WELLINGTON" TYPEWRITER. A. H. Sanborn, manager of the Boston office, was in charge.

STEARNS & HENDERSON had one of the largest displays in the show, which was exclusively devoted to office furniture of the highest order. C. H. Dyer was in charge. In connection with this exhibit the Shaw-Walker Company showed their FILING SYSTEMS.

SWEETSER & SWEETSER made a very interesting display of model office fully equipped with the latest time and money saving devices. The exhibit was in charge of F. E. Sweetser, who had Messrs. R. H. Frick, Wm. Payton and Miss B. M. Sweetser as assistants.

OLCOTT MANUFACTURING COMPANY displayed the CLIMAX PENCIL SHARPENER, with J. M. Olcott in charge, who was kept busy sharpening pencils for the visitors.

CANFIELD BROS. made an interesting display showing a full line of STANDARD ADDING MACHINES, DEFIANCE CHECK PROTECTORS and WAGE CALCULATORS. Messrs. H. A. and C. B. Canfield and Frank Helton, also Mrs. C. B. Canfield, were in charge.

KEE LOX MANUFACTURING COMPANY had a large booth entirely covered with their NON-SMUT CARBON PAPERS, which presented a very novel effect. George R. Steel was in charge, with Messrs. B. E. Paine, W. Sinclair and Miss F. Haley as assistants.

SMITH & SMITH showed FORG ADJUSTABLE ELECTRIC FIXTURES and demonstrated an electric revolving show case. H. W. Smith was in charge of this interesting display and Messrs. T. H. Smith and P. Forg assisted him.

THE STANDARD CRAYON MANUFACTURING COMPANY showed a complete line of colored crayons and chalk. Messrs. Hoyt and Homey, managers, with C. G. Bartlett, artist.

DUGLASS H. COOKE had an exhibit of printers' and office specialties, and was assisted by E. A. Sherrill.

THE FOUNTAIN PEN STORE made a small interesting display of fountain pens, with M. I. Ayer in charge.

PARALOK BINDER COMPANY exhibited a large line of loose leaf price books. Mr. A. Murphy was in charge of this display and was assisted by Messrs. J. G. Rogers, R. W. Richards and H. Haskell.

C. HOWARD HUNT PEN COMPANY'S exhibit was a duplicate of their New York display and proved very attractive. A. S. Van Hise was in charge and Messrs. H. F. Homer, H. J. Gardiner, A. Hodgkiss and Misses L. Obenhaus, L. Hurt and E. Willey were operators.

VEEDEE VIBRATOR COMPANY exhibited their

VEEDEE VIBRATORS with D. E. Ryan and wife in charge.

BOSTON DECORATIVE PLANT COMPANY had an attractive display of artificial flowers and plants, with F. Karnfeldt in charge and Mr. Buxbaum as assistant.

GENERAL SPECIALTY COMPANY displayed THE TADPOLE PAPER FASTENER, with G. F. Hathaway in charge.

LANGILL FOUNTAIN PEN & BRUSH COMPANY made a very interesting display. Their new MARKING BRUSH was shown and it was in evidence many times during the week. Mr. and Mrs. J. A. Langill were in charge.

"BUSINESS WORLD," a publication, C. W. Thorne manager, was in charge, with his assistant, R. Sykes.

"MY BUSINESS FRIEND MAGAZINE" was represented with J. M. Draper in charge, and his assistants, Messrs. Deryea and Hursch. They also displayed the PREMIUM DURYEA PEN RACK.

CUSHMAN & DENNISON MANUFACTURING COMPANY made an interesting display exhibiting CAPITOL INK WELL, PINCH FASTENERS, IDEAL CLAMPS, FOLLETT DIE PLATE DATING STAMP. Messrs. Holden and Born were in charge.

THE DEY TIME REGISTER COMPANY displayed a very full line of DEY DIAL AND CARD REGISTERS AND LABOR COST REGISTERS. Messrs. Frederic Felt, E. H. Coffin, E. R. Rockwell and George W. Noxon were in charge.

TYPEWRITER SPEED RECORD.

A claim is made by a Mr. Ray T. Vanettisch, state service editor of the Pueblo (Colo.) Chieftain that he has broken the world's typewriting record for both the 30 minutes, and the one hour's tests, taking 2,600 words during the first 30 minutes, and finishing the hour with 4,917 words.

This claim is not substantiated by the facts, for no deduction has been made for errors. How many errors did Mr. Vanettisch make? At the Madison Square Garden Contest in November last a deduction of 5 words was made for each error. In the one hour's dictation contest, Mr. Paul Hunter of New York wrote 4,945 words gross, being 28 words more than Mr. Vanettisch claims to have written. The conditions of the contest called, however, for a deduction of 5 words for each error, and 225 words were deducted, making the net rate only 3,830 words.

The 30 minutes' contest at the garden was copying from manuscript, a far more difficult, and slower operation than taking from dictation. In this contest Mr. Munter wrote 2,334 words gross, with a deduction of 235 words for errors, or net 2,099 words. Mr. Vanettisch claims to have written 2,600 words in the 30 minutes from dictation, with no deduction for errors.

From this it will be seen that Mr. Munter must still claim the Typewriter Speed Championship, since his work was severely criticized by the leading business school educators of New York State, and executed before many witnesses. We understand that Mr. Vanettisch has been invited to attend the business show at Chicago March 17 to 24, 1906, when it is to be hoped he will test his speed against Mr. Munter under like conditions

At the 1904 Office Appliance Show at Madison Square Garden, Mr. Charles H. McGurrin wrote from dictation for one hour, and copied from manuscript for one hour a total of 15,000 words, equivalent to 7,500 words per hour, or just 2,583 words per hour more than Mr. Vanettisch claims to have written. No deductions, however, were made for errors in this contest.

At the same place, on another day, during the show, Mr. C. H. McGurrin and Miss Mae Carrington, alternating as a team in a 12 hours' endurance trial of copying from manuscript, wrote an average of 105 words per minute for 12 hours, or a total of 75,600 words. This averaged 6,300 words per hour, or 1,383 words per hour more than Mr. Vanettisch claims to have written. In this contest, however, no deduction was made for errors.

What was desired at the Madison Square Office Appliance Show in November last was to ascertain how fast it was possible to write on a typewriter, combining accuracy with speed. The penalty of 5 words deduction for each error caused the contestants to be very careful, and to operate more slowly than they otherwise would have done. The record made then by Mr. Paul Munter stands not only for speed, but for absolute accuracy combined with speed, without which typewriting is practically useless.

Don't Prick Your Fingers

in a fruitless and exasperating search for an adjustable index guide that may be hidden in a jumbled up miscellany of pens, pins, clips and rubber bands.

You may not find it and you're losing time anyway. Keep them all in

THE REVOLVING DESK TRAY

It provides a place for each of these useful little articles, tells you when your supply is low and brings them all into handy reach. It utilizes waste space only. Made of fine aluminum in six compartments and is easily attached to the desk under the pigeon holes. One of the neatest little trouble-savers ever put into a busy man's desk.

And we have cut the price to 50c postpaid to any address. Send stamps to-night.

HUDSON & HUDSON - - Toledo, Ohio

300%

PROFIT to dealers selling

Morton's Crystal Odorless Typewriter Oil

Finest Made.
Sample and prices on application.

MORTON MFG. CO., LOUISVILLE, KY.

ALUMINUM NAME PLATES!

Absolutely Indestructible.

Your name in letters ½-inch high, handsomely embossed in metal, suitable for doors, door bells, mail boxes, etc. Also words such as "letters," "bills," "receipts," "electrotypes," etc., for drawers of departmental cabinets. All name plates of 10 letters or less, 10c, postpaid, cash or stamps; 1c for each additional letter. Address

O. A. MERRILL, 393 S. 41st Avenue, Chicago, Illinois.

USING TYPEWRITERS.

"Did you ever notice the earnestness with which most people adhere to one kind of typewriter? I know one man who has had as many as four different machines in as many years. The first machine just suited him. He would not have exchanged it for any other in the world. This is what he actually told the representatives of several typewriter manufacturers. Finally, in a leisurely moment he induced himself to sit down and try a different brand of machine from what he used when he learned to write. At first he was disappointed. The next week I saw him pecking away on the new typewriter with a little more satisfaction. The next month he was using the second machine altogether. I asked him if he had deserted the original. He wondered then how he could have ever become attached to it, and said he would not lapse again into using such a ragged bunch of keys. Finally, a third and fourth man swapped him one of their machines and he was just as much in love with each of them as he was with the first two in order. It simply shows one what prejudice works for a fellow. It blinds him for a period. This period is gradually growing short. The actual merits of all things are being given their due consideration more than in the past. It is a condition devoutly to be wished. It opens the way for fairness and competition. It guarantees justice to all sides. Very frequently, in the case of typewriter changes, it is fastidiousness which controls a person. Mostly, however, it is the survival of the fittest machine."

MAY THE NEW YEAR BE AS PROSPEROUS AND HAPPY FOR YOU AS THE PAST ONE WAS FOR US—YOUR BEST FRIEND COULD NOT WISH YOU MORE.

UNDERWOOD TYPEWRITER CO.

The above New Year's wish card has been distributed freely by the Underwood Typewriter Co., and is printed in gold and red on good paper, in a special design bearing the year numerals—1906—together with the regulation luck emblems—horse-shoes and the four-leaf clover.

BERKSHIRE TYPEWRITER PAPERS

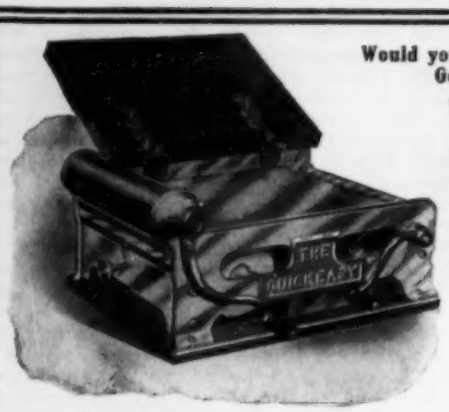
The most complete line manufactured; including light, medium and heavy weight papers, in bond, parchment, ledger and the popular fabric finishes, combining the essential qualities—strength, durability and fineness of texture.

ASK FOR SAMPLES.

Select the papers from our large line that you want for your own line. Send us a stock order and we will furnish you sample books of the papers you select with your card on the cover.

BERKSHIRE TYPEWRITER PAPER CO.

PITTSFIELD, MASS.



Would you buy 2ct. stamps and pay 3cts. each for them when the Government will supply all you want at 2cts. each?

Why pay fancy prices for a copy device when you can buy the

QUICKEASY PRESS

THE BEST THERE IS for about half what others charge? The reason for this is **this press has fewer parts** than any other make, hence costs far less to make, and yet its peculiar construction enables it not only to do all any other press will do, but a great deal more. Yet it sells for less money.

A ten days' free trial will prove all our claims.

WHAT IT WILL DO:

1.—The **Quickeasy** copies your letters on loose sheets.
2.—Half dozen different letters can be copied at once.
3.—You file copies in regular letter file with letters answered.
4.—Great saving of time, money and worry in copying, filing and future reference.
5.—**Quickeasy** uses less paper and makes more copies from one letter than any other rotary press.
6.—**Quickeasy** uses heavy weight roll paper. Cuts sheet just long enough to cover each particular letter.
7.—**Quickeasy** copies are more desirable than carbon paper, or other style of press copying. Our press will copy any sheet up to 8½ x 13 inches.

Style "A," nickel plated, polished oak or imitation mahogany base rim and cover, one roll of paper, instruction card **$21**
Style "B," enamel finish, no wood cover or base rim, same size as Style "A"..... ..... **16**

QUICKEASY COPYING PRESS CO., Dept. 5, MARION, IND., U. S. A.

RIBBONS and CARBON PAPER
Contracted supplies in large or small quantities
PLAIN and DECORATED Boxes
SNELLING & SON, *Manufacturers to the trade*
SO. BROOKLYN, N. Y.
Contractors to the Western Union Tel. Co.

KEEP TRACK WITH TACKS
Do you want a bird's eye view of your business? Then adopt the
"Map and Tack" System
By the use of different colored tacks on a map you can readily route your salesmen, locate customers, indicate prospects, etc. Write for free sample map and price list.
John W. Iliff & Co., 350 Wabash Ave., Chicago, Ill.

Largest Wholesale Dealers in

Second-Hand Typewriters

in the United States

GENERAL TYPEWRITER EXCHANGE. 243 BROADWAY, NEW YORK

The Trade Supplied in Any Quantity at Lowest Prices.

Send for Net Price List.

General Typewriter Exchange

243 Broadway, New York

CORPORATIONS MUST COMPLY WITH LAW.

Judge Moss, sitting recently at Parkersburg, W. Va., handed down his decision in the case of the Underwood Typewriter Co. vs. R. H. Piggott. The case involved only thirteen dollars, yet the decision is far-reaching in its importance.

Judge Moss held that the Underwood Typewriter Co. has no right to sue in the state until it has complied with a statute compelling foreign corporations to file a copy of their charter with the secretary of state.

The court held that corporations are not guaranteed the rights of individuals as prescribed by the federal constitution. It was held that other states need not even recognize their existence. Therefore, when corporations apply to the courts in another state from that in which they are chartered, it must be under such rules as are prescribed by statute.

Exception was taken to the court's ruling and the matter will be appealed, it is probable.

A. L. CLAFLIN.

In appreciation of his management, the salesmen of the Underwood Typewriter Co., at Cleveland, O., presented Mr. A. L. Claflin with a very handsome Christmas present, and on top of this we are advised that his office has just closed a

A. L. CLAFLIN.

deal for some two hundred machines from one single firm, and as the competition for the business was very keen, there is reason for Mr. Claflin feeling proud.

The Underwood business in the Cleveland territory for the past year has undergone a healthy increase, and 1906 looks brighter than ever.

WASTED ENERGY.

Many inventors have spent thousands of dollars trying to perfect an automatic reverse for the typewriter carriage, either with the use of springs, compressed air or electricity.

All of the devices so far produced have been either too expensive or impracticable in their operation, and have never had a reception by the public that warranted their adoption.

Mr. J. E. Larrabee, of Kansas City, Kan., has perfected and is now marketing a new reversing carriage lever, operated by foot power, leaving both hands free for the keyboard.

In producing the Larrabee Carriage Reverser he has adapted the attachment to fit the later models of the Remington, Smith-Premier, Underwood, Oliver, Fox, Fay-Sholes, Densmore, L. C. Smith, Stearns, New Century, Yost, Jewett and Monarch.

The reversers are beautifully finished, practical and simple in operation, and sell readily where properly demonstrated. The retail price is $10, subject to a discount to the trade.

An exceedingly neat little booklet has been prepared showing the reverser attached to most of the standard machines and explains its features and workings.

Put it on and Pinch it

Papers can't get tangled or lost when entrusted to the never-let-go grip of the

TADPOLE
Paper Fastener

This wonderful device is the simplest, handiest and most dependable of fasteners. It's the fold that makes it hold. Won't slip off; grips two sheets as firmly as twenty. No sharp corners to pick up loose sheets. Doesn't mar papers—fastens neatly at corner, always permitting of ready reference. May be used over and over.

SAMPLES FREE

for one cent postage. Three sizes, 25 cents a box. At all stationers, or by mail upon receipt of price. Agents wanted.

GENERAL SPECIALTY CO.,
Arcade Bldg., Philadelphia, Pa.

PRATT BUNDLE AND PACKET TIE

Cheapest tie on the market and the only one on which memorandum can be made

100 mailed to any United States address on receipt of . . **50c**

Applies to any size bundle, any shape.
Send for free sample.

Pratt F. Mfg. Co. 145 Summer St., Providence. R. I.

Automatic Numbering

SAVES TIME. IS CLEARER AND MORE ACCURATE

THE COMMERCIAL
IS
The Strongest
Simplest and Most
Durable
Is Automatically
Consecutive
Duplicating
and Repeats
at Will

Steel Wheels
Engraved
Cast Frame
Rigid

LARGE CHARACTERS
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Fac Simile

5 Wheels, $5.00
6 Wheels, $6.00

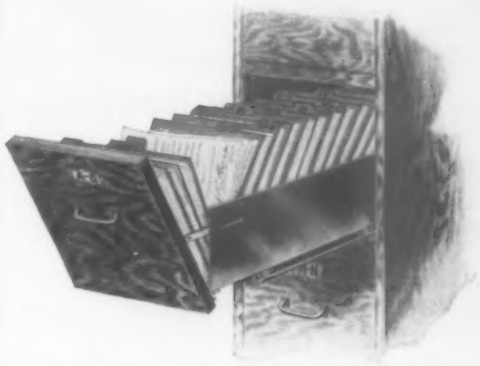
WM. A. FORCE & COMPANY, INC.
65-9 Beekman St., NEW YORK
188-9 Monroe St., . CHICAGO

Our motto has always been: "Push, don't knock."

INCLUDING CABINETS TO THEIR LINE.

The letters "C. S. & R. B." are so well known in the loose leaf world that it will no doubt be a surprise to the trade to learn that they are now also to be found on a line of office furniture, in so far as it includes filing devices of all kinds, both flat and vertical, in cabinet and sectional form, for President Wilson has now gone into a line, which, while not belonging to the loose leaf family, is nevertheless closely related to this industry.

The C. S. & R. B. filing devices are a departure in cabinet making, being a combination of both



wood and steel,—wood to give them a beauteous exterior finish, and steel to add to their strength, increase their capacity, and to overcome all such things as warping, binding and sticking of drawers, for the interior of the C. S. & R. B. line is made of steel, and the drawers are mounted on roller bearings.

The line is to be sold exclusively through the trade, and although the taking over of this enterprise is hardly a matter of record an unusual demand has already been made upon the company for these goods.

There is a splendid field for furniture of this character and a combination of the wood with the steel makes a line which ought to meet with great success wherever increased protection to files is valued in addition to the maintaining of harmony in the general appearance of the office.

This line includes all manners of files, vertical and flat letter, document, legal blank and card

index files, furnished in any desired combination either in sectional or unit form as well as in cabinet form and its advantages must be apparent to all who study the construction of filing devices at all.

Mr. Wilson has made a great record with his line of loose leaf devices in a comparatively short period of time, and he says he is "going to do the same thing with the furniture end of the business, because the trade has now come to know that anything which is good enough to bear the trade mark 'C. S. & R. B.' is good enough to create a steady demand on the manufacturer in a short time because the value is there."

A new line of printed matter is now in course of preparation and will be sent to dealers on request.

MANHATTAN TYPEWRITER CO.

Oscar Keen, Special Master in Chancery, notifies the holders of bonds and coupons secured by mortgages made to the Central Trust Co., of New York, as trustee, and dated respectively October 26, 1896, and April 3, 1900, that their proportionate share of the net proceeds of sale will be paid to them at Room 708, Prudential Building, 763 Broad street, Newark, N. J., on January 3, 1906, between 10 a. m. and 12 m.

"Save Money Every Day"

Each unnecessary stamp you use wastes money.

Use one cent too little and perhaps your package won't arrive.

You can't afford to guess.

Pelouze Postal Scales

National	4 Lbs.	$3.00
Union	2½ Lbs.	2.50
Columbian	2 Lbs.	2.00
Star	1 Lb.	1.50
Crescent	1 Lb.	1.00

point to the number of cents required the moment the letter or package is placed on scale.

You don't have to figure—the scale does it for you.

Every **PELOUZE SCALE** is guaranteed accurate and will stay that way.

That's one reason why they received the

Highest Award

at the World's Fair, St. Louis.

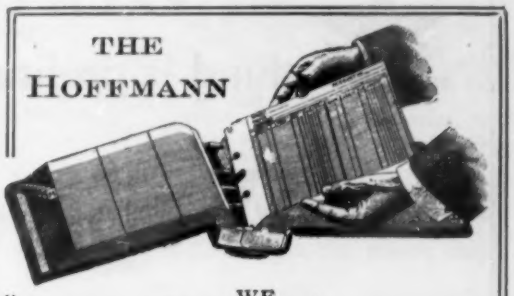
"No modern up-to-date office is complete without one."

For sale everywhere by Leading Dealers.

Mail & Express	16 Lbs.	$5.00
Commercial	12 Lbs.	3.75
U. S.	4 Lbs.	2.50
Challenge	4 Lbs.	2.50
Victor	1½ Lbs.	1.75

PELOUZE SCALE & MFG. CO.
118-132 W. Jackson Boulevard
CHICAGO

THE HOFFMANN



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ARE MAKERS OF

LOOSE LEAF DEVICES

We send out nothing that does not please us first and we are particular

SEND FOR CATALOGUE FREE
and Sample of Our Famous Linen Hinge Leaf

H. H. HOFFMANN & CO.
176 E. MONROE STREET, CHICAGO

THE HOFFMANN is *"The Defender of Loose Leaf Ledgers in the U. S."* At our own expense we fought for *and won the right to make Loose Leaf Ledgers*—a benefit now shared in by all others without either legal cost or trouble. : : :

ESTABLISHED 1862

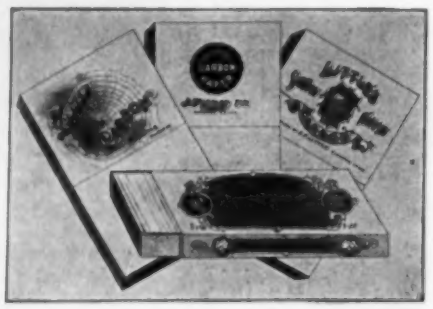
When you see it in "Office Appliances" you can rest assured there's no "string" to it.

TYPEWRITER SUPPLIES

GOOD BETTER BEST

Manufactured by

A. P. Little



Rochester New York

COBWEB CARBON AND SATIN FINISH RIBBONS LEAD THE WORLD

Send for catalogue showing various kinds of goods and prices. Used by the best Houses everywhere. Inquiries from responsible dealers solicited

NEW YORK PHILADELPHIA PITTSBURG CLEVELAND LONDON, ENG.

"Don't be an adding machine; buy one."

A good salesman is always happy.

Don't believe all you hear.

Read carefully and think, too.

DEALERS

Find it profitable to carry the

Webster Line
of
Typewriter Supplies

Because of the large demand for them. They find our line the most desirable to handle, because our goods give universal satisfaction and are fully guaranteed.

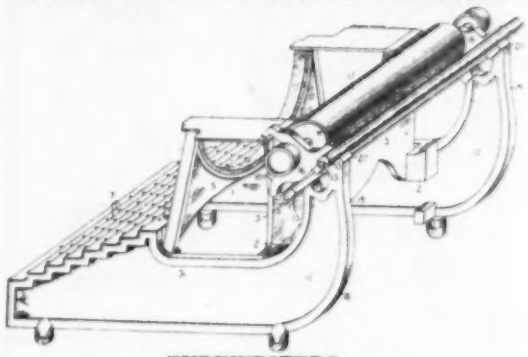
THE WEBSTER MULTIKOPY CARBON PAPERS

F. S. Webster Company

Boston, Mass. U. S. A.

THE WEBSTER MULTIKOPY CARBON PAPERS

RECENT PATENTS



TYPEWRITERS.

803,523 TYPE-BAR FOR TYPEWRITERS. Charles J. Bellamy, Springfield, Mass.

804,836 ESCAPEMENT MECHANISM FOR TYPEWRITERS. Charles N. Fay, Chicago. Assigns to Fay-Sholes Co.

804,938 TYPE-BAR AND KEY-LEVER ACTION. Jacon Feibel, New York. Assigns to Union Typewriter Co.

805,060 RIBBON SPOOL MECHANISM. Harry B. N. Disbrow, New York. Assigns to Oliver Typewriter Co.

805,073 RACK FOR HOLDING TYPEWRITERS AND THE LIKE. Milton Kellogg, New York.

12,412 (Re-issue.) PAPER-GUIDE. Franz Y. Wagner, New York. Assigns to Underwood Typewriter Co.

805,634 RIBBON-SPOOL. Howard M. Colvin, Alva, Okla. Assigns one-half to Lewis Westfall.

805,956 ESCAPEMENT. Frederic W. Hillard, Tottenville, N. Y.

806,062 TYPE-CLEANER. Saluel C. Callaway, Atlanta, Ga.

806,274 TYPE-BAR AND KEY-LEVER ACTION. Hy. W. Merritt, Syracuse, N. Y. Assigns to Monarch Typewriter Co.

806,834 ERASING TABLE AND PAPER GUIDES. Morris W. Pool, New York, N. Y. Assigns to Monarch Typewriter Co.

807,022 WORD-REGISTERING ATTACHMENT FOR TYPEWRITERS. Robert R. Fowler, Madera, Cal.

807,292 CARRIAGE BEARING. Emmit G. Latta, Friendship, N. Y. Assigns one-half to Harvery A. Moyer, Syracuse, N. Y.

807,321 PAPER FEEDING ATTACHMENT FOR TYPEWRITERS. Samuel D. Ruth, Beatrice, Neb.

807,449 TYPE-BAR AND KEY-LEVER ACTION. (Front stroke.) Jacon Feibel, New York. Assigns to Union Typewriter Co.

807,556 KEY-BOARD FOR TYPEWRITERS. John H. Hotson, Brooklyn, N. Y.

807,746 POINTER OR INDICATOR. (Remington.) Charles E. Kelley, Oklahoma, O. T. Assigns one-half to A. J. Johnson and William Rand.

807,893 TABULATING ATTACHMENT. Jacob C. Wolfe, New York, and Ed. W. Morton, Whiteplains, N. Y.

807,894 PAPER PLATEN. Benj. D. Wood and Robt. M. McCabe, Ft. Dodge, Iowa.

807,919 TYPE AND KEY BASKET SHIFTING MECHANISM. Eugene Fahl, St. Louis, Mo.

808,158 RIBBON SHIFTING MECHANISM. Roger B. Jones, Philadelphia, Pa., and A. M. Taylor, Merion, Pa.

808,598 FRAME CONSTRUCTION FOR TYPEWRITER. Alex. T. Brown, Syracuse, N. Y.

12,426 (Re-issue.) MECHANISM FOR PREPARING PRINTING SURFACES. Byron A. Brooks, New York, N. Y.

ADDING AND CALCULATING MACHINES.

803,571 ADDING MACHINE. Emanuel Ebinger, Zurich, Switzerland.

803,888 TIME RECORDER. Wilbur I. Follett, New York.

804,463 ACTUATING MECHANISM for Calculators. Hyman E. Goldberg, Chicago, Ill.

804,646 CALCULATING DEVICE. Chas. M. Young, San Francisco, Cal.

804,934 CARD FRAME for time recorders. John Dey, Syracuse, N. Y., and Alex. Dey, Glasgow, Scotland.

805,365 CALCULATING DEVICE. Gustav Knappe, Stettin, Germany.

806,051 ADDING MECHANISM. Augustin M. Benedic, New Orleans, La.

806,698 CALCULATING MACHINE MECHANISM. Francois Mugnier, Paris, France.

806,795 ADDING MACHINE MECHANISM. Jos. H. Ginet, Jr., St. Louis, Mo.

807,398 ELECTRICALLY CONTROLLED HAND-CRANK.

807,550 MULTIPLYING MACHINE. Salvadore de Gomila, Malaga, Spain.

807,724 CASH REGISTER. Saml. G. Cook, East St. Louis, Ill. Assigns to J. J. Wiseman, trustee, and Ed J. Vaughn and Geo. D. Locke, successors in trust.

808,045 POCKET CALCULATOR. Cyrus A. Haas, St. Louis, Mo.

808,048 COMPUTING SCALE. Hy. S. Halwood, Columbus, O.

BINDERS AND LOOSE LEAF LEDGERS.

803,705 BINDER for leaves. Richard D. Miller, Spokane, Wash.
804,007 TEMPORARY BINDER. George Higginson, Higginson, London, England.
804,232 BINDING POST. Frank Jackson, Denver, Colo. Assigns to Jackson Mfg. Co.
804,422 BINDER LOCK for loose leaves. Hy. C. Miller, Milwaukee, Wis.
804,599 TEMPORARY BINDER. Albert S. Harn, Bloomington, Ind.
804,713 LOOSE LEAF LEDGER. Marcus P. Exline and Edmund Bourke, Dallas, Tex.
805,507 FILE BINDER for loose sheets. George F. Watt, Chicago, Ill.
805,794 CLASP for loose leaf binders. Wm. F. Heffner, Benton Harbor, Mich.
806,702 LOOSE LEAF BINDER. Chas. R. Nelson, Chicago, Ill.; James C. Dawson and Emory A. Trussell, St. Louis, Mo. Assigns to Sieber & Trussell Mfg. Co.
806,861 TEMPORARY BINDER. Fredk. N. Wolf, St. Louis, Mo.
806,974 LOOSE LEAF BINDER. John W. Husing, San Francisco, Cal. Assigns to Hicks-Judd Co., San Francisco.
807,450 BAFFLE FOR LOOSE LEAF BACKS. John Fieberg, Chicago, Ill. Assigns to J. S. McDonald Co.
807,465 MANIFOLD BLANK BOOK. Jos. F. Holmes, Kansas City, Mo.
807,497 BINDING POST. Hy. E. Reere, Brooklyn, N. Y.
807,648 CARD HOLDING CASE. John B. Wiggins, Chicago, Ill.
807,783 BILL-FILE. Edw. M. Shreiner, Canton, O.
807,864 LOOSE-LEAF BINDER. Geo. E. Post, New York, N. Y.
808,058 FILE-BINDER. Chas. R. Nelson, Chicago, Ill. Assigns to Seiber & Trussell Mfg. Co.
808,267 LOCKING DEVICE for loose leaf binders. Ralph B. Wilson, Chicago, Ill.
808,347 LOCKING DEVICE for binders. Geo. T. Dalton, Sr., Washington, D. C.
808,492 LOOSE LEAF BINDER. Louis K. Thibodeaux, New Orleans, La.

MISCELLANEOUS SPECIALTIES.

803,677 ADDRESSING MACHINE. Jos. S. Duncan, Chicago, Ill. Assigns to Addressograph Co.
804,288 PAPER-WEIGHT. John B. Williamson, Louisville, Ky.
804,388 DELIVERY MECHANISM for folding machines. Albert B. Dick, Lake Forest, Ill. Assigns to A. B. Dick Co.
804,513 PENCIL SHARPENER. Granville W. Wright, New Britain, Conn.
804,666 COPY OR BOOK HOLDER. Amelie Merceret, St. Louis, Mo.
804,847 FOUNTAIN PEN. John Holland, Cincinnati, Ohio.
805,618 INKSTAND. Frank M. Ashley, New York, N. Y.
806,344 COPY-HOLDER. Bradbury Hill, Thos. N. Shambaugh and Lauritz A. Larson, Osage, Iowa.
806,668 PENCIL SHARPENER. James T. Higgins, New Brunswick, N. J.
806,790 TELEPHONE BRACKET. Hy. F. Foersterling, St. Louis, Mo.
806,792 DISAPPEARING MOVEMENT for typewriter desk. Warren F. Fraser, Boston, Mass.
806,818 MANIFOLDING SHEET for typewriting. Harry N. Mathews and Dudley Van Holland, New York, N. Y.
806,959 DESK DEVICE (combination pencil holder). John R. Day, Huntington, Ind.
807,067 FILING-CASE. Humphrey Falvey, Parkville, N. Y.
807,095 COPYING GUIDE. Seaborn A. Smith, Memphis, Tenn.
807,280 FOUNTAIN PEN, self-filling. Frank M. Kegrize, Philadelphia, Pa.
807,500 FOUNTAIN PEN. Wm. W. Sanford, Newark, N. J.
807,817 RULER. (For typewriting.) Frank N. Gilbert, Binghamton, N. Y.

TYPEWRITER INSPECTION CO. WE 317 BROADWAY, N.Y.

RENT
SELL
REPAIR
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TYPEWRITERS

Rebuilt Machines at Wholesale—Illustrated Catalogue on Application

Special Wholesale Prices on Machines not Rebuilt

Cylinders Recovered, All Makes, 50 Cents

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TYPEWRITER INSPECTION CO.

Established 1892

317 Broadway, New York City, N. Y.

J. E. THOMAS, President. A. K. GOODRICH, Secretary.

OFFICE APPLIANCE DIRECTORY

Office Appliance dealers are watching for modern specialties. Here is an opportunity to keep your name before manufacturers at a small cost. Space in this directory is open to retailers of Office Commodities, subscribers to OFFICE APPLIANCES. The space rate is $2 (limited to two lines, 12 insertions) in addition to the subscription price: $1 Domestic and $1.50 Foreign. The publishers reserve the right to exclude names from the list.

Andrews Typewriter Exchange, 19 Court St., Boston, Mass.
L. & M. Alexander & Co., —7-06 110 Montgomery St., San Francisco, Cal.
O. R. Brown Company., —9-06 84 Baldwin Bldg., Indianapolis.
W. J. Arnot & Co., 404 McIntyreBlk., Winnipeg, Can.
Breeden Office Supply Co., 62 W. 2nd South, Salt Lake City, Utah.
Geo. C. Bornemann & Co., 117 Sutter St., San Francisco.
Clark & Stuart, Vancouver, B. C.
Rex B. Clark & Co., Griswold St., Detroit, Mich.
Ben E. Caulkins, 31 N. Main St., Butte, Mont.
E. J. Darrow Co., 503 Equitable Bldg., Tacoma, Wash. —10-06
Coast Agency Co., —10-06 231 Stark St., Portland, Ore.
The Chas. F. Courtney Co., 42 N. 6th St., Reading, Pa.
Fielder & Allen Co., —7-06 61 Peachtree St., Atlanta, Ga.
Gardner Office Supply Co., 318 St. Louis St., Springfield, Mo.
The Heilperin Stationery Co., Shreveport, La.
James E. Lewis, —7-06 Taylor Blvd., Taunton, Mass.
Lerner-Bean Co., 363 Washington St., Buffalo, N.Y.
Harry Lux, Logansport, Ind.
McDowell Office Supply Co., 107 West 7th St., Topeka, Kan.
Millison Office Supply Co., Wichita, Kan.
Modern Typewriter Supply Co., 307 Schofield Bldg., Cleveland, O. —8-06
Minneapolis Stationery Co., 405 Hennepin St., Minneapolis.
Owen Typewriter Co., —7-06 313 Zack St., Tampa, Fla.
Parkin-Longley Co., —7-06 205 W. 2nd St., Little Rock, Ark.
R. E. Revalk & Co., 135 Montgomery St., San Francisco, Cal.
Rockwell-Barnes Co., —7-06 267 Wabash Ave., Chicago, Ill.
E. H. Sell & Co., 118 S. High St., Columbus, O.
Walter A. Scott, —8-06 207 Montgomery St., San Francisco, Cal.
Typewriter & Office Supply Co., 1107 G St. N. W., Washington, D. C.
S. G. Winch & Co., Pueblo, Colo.

THE ROGUES' GALLERY

R. A. RUSSELL, ALIAS W. THOMAS, ALIAS W. LATHROP.

According to Buffalo papers Mr. Russell-Thomas-Lathrop had the habit of stopping at numerous hotels under assumed names and then visiting the shops of town and ordering goods without taking the trouble of paying for them.

Aside from household furniture and other wearing apparel, he stepped into the office of the Smith Premier Typewriter Co. in Buffalo and placed orders for two typewriters, a desk, four chairs and other supplies, also offering $25 a week to any stenographer the house would recommend.

Not one of the Buffalo merchants seem to be able to ascertain the whereabouts of this stranger, and we suggest that he is either a "rogue" or fit for permanent position in one of the state institutions.

FRANK H. BEVERLY.

This gentleman claimed to be a salesman for the Oliver Typewriter Co. of Chicago. Was arrested as he was leaving the Gibson House in Cincinnati, O., on a complaint charging him with obtaining food and lodging with intent to defraud.

He is also wanted in Lexington, Ky., and other Ohio cities.

GEO. H. RALLIS.

Was arrested during the early part of December in Toronto, Canada, on a charge of stealing $500 from H. Nixon.

Rallis got the money from Nixon as capital in a new company which was being formed for the manufacture of plumber's supplies, repair typewriters and other machines.

Nixon discovered that Rallis had secured a 14-roomed house with the money advanced and had furnished it with his money, hence the arrest.

BENJAMIN L. REESE.

Detroit papers advise that Mr. Reese, as Port Huron agent for the Underwood Co., was arrested recently on a charge of embezzlement of a new typewriter. Reese had worked for the firm only five weeks, tried the "fake order" game, a special man was placed on the orders and his arrest followed.

EDWIN P. JONES.

A young man of good family, acting as agent of the Smith Premier Typewriter Co. in Buffalo, was arrested about the first of December on a charge of grand larceny in appropriating to his own use a typewriter valued at $100. At Geneva, it is said, he left the typewriter with a hotel as security for board, and turned in his expense account for the amount, but the hotel people forwarded a bill to his house which could not be satisfactorily explained. The police claim that young Jones has been living a pretty speedy pace recently. It doesn't pay.

ALBERT C. MINCKLER.

Here is a rogue of the first water. During the summer of 1905 this fellow operated throughout Connecticut, securing typewriters on trial and making off with them. He was caught at Kingston, N. Y., in which town he operated and has served a term, but before being liberated he was secured by detectives from New Haven, who now have him in jail in that city, where he will have to answer to at least five different charges.

Minkler has waived examination, and will probably get from 5 to 10 years.

Typewriter Covers
AT WHOLESALE

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Typewriter Specialty Co.
243 Broadway, New York

It Will Pay You to sell the best book for household and personal expense accounts. This the **PEERLESS EXPENSE BOOK** is. Without a peer in analysis of expense, in completeness, and in the ease with which it can be understood and kept. Covers two years. Well made. Price $1.
Favorable discounts. Convincing literature.
The Everett Press, Pub'r, 72 India St., Boston, Mass.

Don't buy a typewriter offhand—

Just because it will write—that's what it was made to do. It deserves no more credit for that than a man does for being strictly honest.

Investigate them all—

CAREFULLY—
THOROUGHLY—
THEN BUY A

HAMMOND

and you'll have a typewriter that will not only *write*, but do it in any language—English, French, German, Russian—in short, you can then write in

any language you find need for—
any language you are able to use—
and ***The Hammond Typewriter*** will do all this without the need of several machines. Just ONE HAMMOND and a set of interchangeable type shuttles—and you have

A Typewriter for Every Nation

Furthermore,—the cost of maintaining this machine is very small—lower than any other.

What a college professor is to a college freshman
THE HAMMOND is to all other writing machines

A delight to seller as well as user

Send for further particulars.

THE HAMMOND TYPEWRITER COMPANY,
69th to 70th Streets and East River, NEW YORK CITY, N. Y.
With Branches all over the World.

WANTS

TEN CENTS PER LINE OF SEVEN WORDS
MINIMUM CHARGE OF 50 CENTS

WANTED—Salesmen visiting wholesale and retail stationers to handle first-class side line. Writing, state line represented, territory covered. Liberal inducements to good men. Address EMPIRE, care OFFICE APPLIANCES, Republic building, Chicago.—5-06

WANTED—I desire to establish myself with a good office appliance concern. Have successfully managed my office supply business for the past six years, but desire to locate in larger city, affording better opportunity. Would consider branch office Full particulars given by addressing Y. H. N., OFFICE APPLIANCES, Republic Bldg., Chicago.

FOR SALE—An opportunity for a young man wishing to go west or a person wishing climatic advantages. An office supply business established six years. Agency for best makes of typewriters, filing systems, etc. Stock valued $3,000, but can be reduced. Location, progressive town in Colorado. For particulars address L. K. J., care OFFICE APPLIANCES, Republic Bldg., Chicago.

A TYPEWRITER REPAIRMAN of 18 years' experience, 10 years as foreman, desires a permanent position with a good house, preferably in Boston. Address PRACTICAL MAN, care OFFICE APPLIANCES, Republic Bldg., Chicago.

AN OPPORTUNITY.

There is an exceedingly good opening for a progressive typewriter or adding machine salesman with a few thousand dollars for investment in the Chicago territory agency for a modern and well known adding machine. This is a chance seldom open. For particulars address CHICAGO AGENCY, care OFFICE APPLIANCES, Republic Bldg., Chicago.

HOW MANY TYPEWRITER REPAIRMEN ARE THERE in the U. S.? We are getting up a *Repairmen's Directory*. Send in your name and addresses, boys, and when completed you can secure a copy of the directory at cost. Send names to "TYPEWRITER REPAIRMEN," 609 Postal Telegraph building, Chicago, Ill.

MANUFACTURERS of Office Appliances and Modern Business Systems who wish to open a branch in one of the largest and most progressive business centers in the southwest will find a rare opportunity by addressing their inquiries to K. C. M. O., care OFFICE APPLIANCES, Chicago.

INCORPORATIONS.

THE OFFICE APPLIANCE COMPANY, Chicago, Ill. Printing and Publishing. Capital $10,000. Incorporators, Geo. H. Patterson, Edward C. Thurnau and Jos. E. Patterson.

THE DEFIANCE MACHINE CO., Rochester, N. Y. Manufacture office and counting room appliances. Capital $50,000. Incorporators, Isaac Gebbard, Percy R. McPhail and Julia Griffith.

M. FRY COMPANY, Chicago, Ill. Capital $1,500. Dealing in typewriter supplies. Incorporators, Martin Fry, C. D. Dougherty and Sarah Fry.

CHAS. E. FERIER & CO., Chicago, Ill. Capital $2,500. Manufacturing typewriter supplies. Incorporators, Chas. A. Ferier, John J. King and Ed. J. McKeene.

MASSACHUSETTS MERCHANDISE CO., Boston, Mass. Office furniture. Capital $2,000. Incorporators, Harmon I. Lee, Ralph E. Baker and Kent Hodgkins.

CHICAGO NUMERICAL TELEPHONE INDEX CO., Chicago, Ill. Capital $2,500. Printing and publishing. Incorporators, J. W. Arnett, Alfred J. Terry and Earl Harper.

C. H. NUMAN COMPANY, Hornellsville, N. Y. Manufacture inkstands, penholders, pencils and office supplies. Capital $15,000. Incorporators, Chas. H. Numan, J. Chas. Aster and Frank A. Weeks.

THE AMERICAN SECOND-HAND CASH REGISTER CO., Jersey City, N. J. Increases capital from $50,000 to $150,000.

NEOGRAPH COMPANY, Little Falls, N. J. Manufacture writing machines and duplicating apparatus, supplies, etc. Capital $50,000. Incorporators, Chas. H. Green, James Steel and Francis M. Neale.

THE FULTON RUBBER TYPE, INK & PAD CO., Elizabeth, N. J. For manufacture of rubber type, stamps, letters, ink, sign and price markers and other rubber and metallic specialties. Capital $50,000. Incorporators, Hy. Schmidt, Elizabeth A. Schmidt and Wm. L. Hooper.

PROSPERITY.

When we look into 1906 with the records of the past year behind us, we cannot but feel that, although we have enjoyed prosperity in the past, it is but a taste of what is in store for all those who have a legitimate and meritorious office appliance to offer the public.

The man who does not get enough business to keep his factory wheels turning to the breaking point during this coming season of prosperity will have no other excuse to give than that he hasn't gone after it in proper fashion. Business isn't brought to any concern on a silver platter, all garnished with water cress, but it will take work and selling ability of the highest order, not so much because of the lack of a field but because of the competition which is making this field its battle ground.

The Comptometer

SWEEPS THE BOARDS in the NEW YORK SPEED AND ACCURACY CONTESTS

at Madison Square Garden Office Appliance and Business System Show. The swiftest and most accurate adders in the world break all previous official records for speed and accuracy in addition and multiplication.

There were two classes of contests; those open to adding-listing machines only, and those open to all classes of machines. **The Comptometer won every contest open to all classes of machines,** there being nine American and three European makes on exhibition.

Here are some of the records made on the Comptometer in the contests open to all machines. No record equaling even the slowest of the following was made on any make of machine other than the Comptometer:

CHECK ADDING CONTEST.

Adding the amounts on 500 Department Store checks.

1st prize—Miss May Maier, of the C., B. & Q. Ry. Co., Chicago, 4 min. 19 sec.
2d prize—Miss Mae Barclay, of the Ill. Central R. R., Chicago, - 4 min. 21 sec.
Miss Ollie Crow, of the Ill. Central R. R., Chicago, - - 4 min. 28 sec.
Miss Genevieve Green, of Marshall Field & Co., Chicago, 4 min. 41 sec.
Miss Thea Swanson, of Swift & Co., Chicago. - - 5 min. 43 sec.
Miss Anna M. O'Callahan, Jordan Marsh & Co., Boston, 6 min. 4 sec.

Every one absolutely correct and every one using the Comptometer.

MULTIPLICATION CONTEST.

Performing Twenty-five large Multiplications.

1st prize—Miss Thea Swanson, of Swift & Co., Chicago, - - 2 min. 5 sec.
2d prize—Miss Cecelia M. Engel, of Western Electric Co., N. Y., 2 min. 18 sec.
Miss Carolyn L. Scheer, of Western Electric Co., N. Y., 2 min. 32 sec.
Miss Mae Barclay, of Ill. Central R. R., Chicago, - - 2 min. 35 sec.

Every one absolutely correct and every one using the Comptometer.

WHEN YOU BUY AN ADDING OR CALCULATING MACHINE, GET THE ONE THAT IS GOOD ALL AROUND.

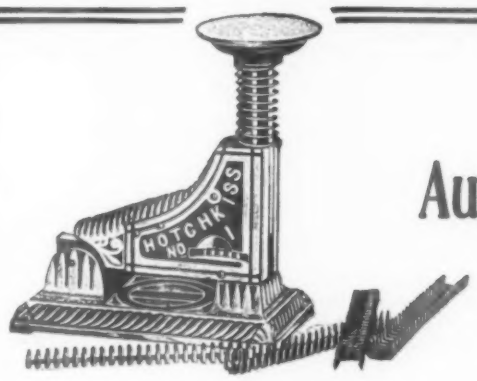
You can get a good adding machine for $300 or $400, and a good multiplying and dividing machine for about $250, but the adding machine will not be as good for adding, nor will the multiplying machine be as good for multiplying as is the Comptometer, which is twice as rapid and more convenient to use than either of the others in its own field. Yet the Comptometer costs only a fraction as much. The Comptometer is as universal in its *practical and time-saving* application as the science of arithmetic itself.

SOME REPEAT ORDERS. WHY DID THEY BUY MORE?

U. S. Navy Department, ... 120
Marshall Field & Co., Chicago, Ill., 177
John Wanamaker, N. Y. and Phila., . 50
Carnegie Steel Co., Pittsburgh, Pa., . 55
N. Y. Central & Hudson River R. R. Co., 40
Chicago, Burlington & Quincy R.R.Co., 40
American Bridge Co., Pittsburgh, Pa., . 17
Western Electric Co., N. Y. & Chicago, 45
Prudential Insurance Co., Newark, N. J. 23
Metropolitan Life Co., New York. . . 23
Simmons Hardware Co., St. Louis, Mo., 22
N. Y. Shipbuilding Co., Camden, N. J., 23

IT IS YOUR NEXT MOVE

FELT & TARRANT MFG. CO., 52 to 56 Illinois Street, Chicago.



The Hotchkiss No. 1.

The Hotchkiss Automatic Paper Fasteners and Tag Machine

Indispensable for all banks, offices, stores, factories and schools. An ornament in any office.

The Hotchkiss No. 2.

"Try a Hotchkiss and you'll buy a Hotchkiss"

The Hotchkiss is a fool-proof fastener. No delicate parts to get out of order — scientifically and strongly made. *All over the world* you will find the *Hotchkiss;* that's why they say: *"The sun never sets on the Hotchkiss."*

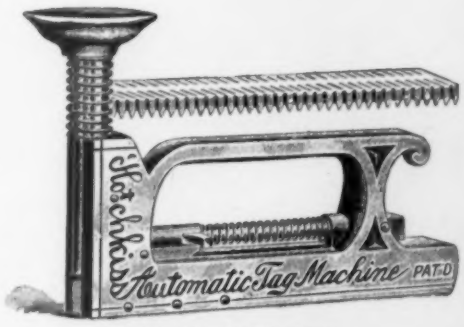
The Hotchkiss No. 3.

Alex. H. Irvin Company, Inc.

Sole Dealers for the United States and Foreign Countries

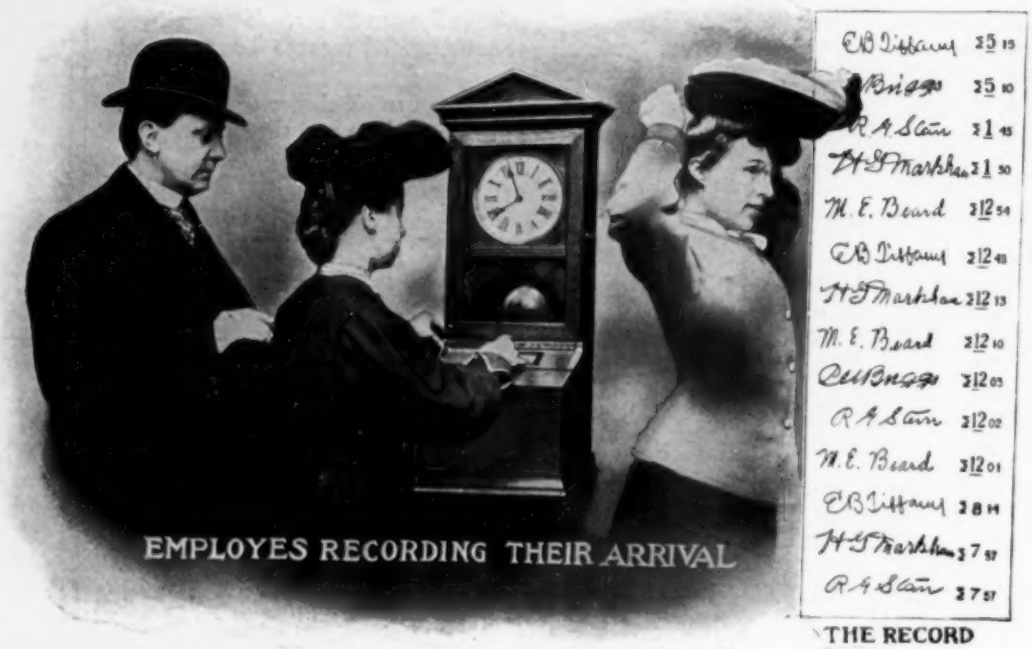
Curwensville, Penna., U. S. A.

NOTE:—The "Hotchkiss Booth" at the National Business Show, Madison Square Garden, N. Y., was booth 112 with the beautiful flowers and demonstrators.



Automatic Tag Machine.

TARDINESS COSTS MONEY! ☞ STOP IT!



International Autographic Time Recorders

WILL DO IT!

They Enforce Punctuality —— Hence Save Money

Habitual lates, so annoying and costly to office and store management, are easily detected and gotten rid of BECAUSE our Autographic Recorders force each employe to record, under his own signature, the exact minute he arrives and leaves, morning, noon and night.

Employes habitually late are careless and indolent as well and not only cost you money by their delinquencies but also by the example they set.

Our Autographic Recorders keep an accurate, indisputable record by which each employes' punctuality, or lack of it, is indicated and his value shown.

This record placed on the office manager's desk each day makes it possible for him to stop losses before they grow into dollars.

Our Recorders Pay for Themselves

within a few weeks and then earn money for you for a business lifetime. Our International Rochester Card Time Recorder not only gives you a permanent printed card record of the time each employe goes to and leaves the establishment, but, if desired, the exact time work is begun and ended on each job for Cost Keeping purposes, thus saving you thousands of dollars annually.

Our booklet "Cost Cuts That Swell Profits" tells how. Write for it now.

International Time Recording Co.

We cut the costs – you get the profits

Sales Offices IN ALL principal cities **181 Water St., Binghamton, N. Y.**